

Category Manager- Dairy, Cocoa, Yeast and other Key Ingredients

Would you like to work for a company that still has a “family” atmosphere and where you the employee are still the greatest asset to the company?

Are you a highly independent person? Do you actively seek out problems to solve? Do you have a knack for knowing what is important...? Will you take care of our customers? Are you honest and ethical?

If so, you may be the perfect candidate for our Category Manager- Dairy, Cocoa, Yeast and other Key Ingredients.

We are currently looking for a Category Manager for The International Companies. The position is located within the Fenton area.

Overview:

The strategic acquisition of raw and finished dairy, cocoa, and yeast materials for each of our business segments plays a critical role in our growth, competitiveness and profitability.

The ideal Category Manager will have dairy ingredient sales experience, excellent industry relationships, familiarity with industry trade organizations, and a track record of success. The Category Manager should have expert familiarity with both the production and market sides of the dairy industry, emerging technology and trends.

Responsibilities Include:

- Develop, recommend and implement strategic business growth initiatives
- Develop and maintain vendor and industry relationships that help drive growth and profitability
- Achieve goals and objectives for volume, margin, & competitive positioning for category
- Buy and sell the category commodities, ensure continuity of supply and quality
- Manage category specific risk position
- Travel with sales force, attend industry functions
- Stay abreast of producer and market technology trends that may impact the competitiveness and provide new competitive opportunities

Job Requirements:

- Excellent interpersonal skills
- Minimum of seven years working experience with three to five years of dairy ingredient sales experience
- Strong computer skills
- Bachelor’s degree

We offer a competitive compensation and benefits package. If you feel you meet the above qualifications please send your resume to: careers@ifpc.com.

Please include your salary expectations, resumes sent without salary expectations will not be considered. We are serious.... 😊

Lisa M Filkins

The International Companies

Vice President, Human Resources

150 Larkin Williams Ind. Ct. Fenton, MO 63026 /lfilkins@ifpc.com/ P: 636.717.2100 x1246