

▶ International company on a human scale

- Created in 1981, Interval is the export department of 12 French dairies specialized in the production of French specialty cheeses.
- Based in France, with 4 other international offices (2 US Offices, 1 in UK and Belgium) Interval has a team of 15 very motivated people.
- Our customers are mostly located in North America (59%), in Europe (26%), Asia (6%) and in about 30 other countries in the world.
- Our ambitions: preserve and develop our French culinary heritage; Create and duplicate a stress-free and durable business model; Share our values with the greatest number of worldwide Epicureans.
Our values: Solidarity; Fun; Honesty; Quality; Priority to human being; An ever-evolving vision; Acting with passion; Daring to change.
- **We are looking for a Sales Manager to join our US team of 6 people.**

▶ Attractive challenges to grow our market and customer base / Full Job Description

Reporting to the East Coast General manager you will manage an existing portfolio of customers in the USA, Mexico and South America as well as growing new customers.

- Customer Management on US/Mexican accounts mostly importers
- Development of new business. You will be in charge of growing the sales mostly in Mexico and South America with key importers, distributors and final customers on both foodservice and retail side,
- Create a direct business relationship with key players in your market,
- Be in charge of visiting customers, training them and their team on our products to grow the sales and extend their portfolio,
- Work with the East Coast General Manager and the sales team on the development of Sales Strategies for each Dairy on your market

▶ Passport to join our team

We are looking for someone with the following skills:

- Minimum of 3 years' experience working in sales management in the US and/or Mexico ideally in the food industry,
- Passion for specialty food and French culture,
- Knowledge of specialty cheese industry would be a plus,
- Bilingual Spanish/English required - French is a plus,
- Alignment with our values and team player,
- Must be able to work independently, with minimal supervision, and possess a high level of self-motivation,
- Excellent written and verbal communication

▷ Boarding pass / Package

Base salary +/- \$70-75K/y + commission based on sales up to 15-20% annual base salary

Attractive package:

- Paid vacations
- Health insurance (individual plan 100% covered)
- 401 K

Location: US Headquarters located in The Monroe Center, Hoboken, NJ

Ability to travel up to 70% to support customers and business goals (US/Mexico/France)

We offer a flexible work arrangement.

Starting date as soon as possible (September 2021).

