



**Job Title:** Regional Sales Manager – Personal Care (Northeast Region)  
**Reports to:** Vice President – Personal Care  
**Location:** Northeastern United States

## **OUR COMPANY:**

Building upon a heritage of more than 160 years, Jacob Stern & Sons / Acme-Hardesty prides itself in our commitment to lead with compassion, humility, and a sense of humor. This is why our employees provide solutions where others may only see problems. We are a uniquely peculiar company offering refuge to professionals who value respect and dignity rather than the status quo.

Have you ever wondered what it would be like to operate in an environment that rewards those who are passionately curious? It may just be time for you to escape the "daily grind" and join the Acme-Hardesty family. Embrace the change that results from lifelong learning and open collaboration. Take a closer look at Acme-Hardesty.

Acme-Hardesty Co., a division of Jacob Stern & Sons, Inc., is in Blue Bell, Pennsylvania and has evolved today into one of the largest distributors of renewable palm oil derivatives, castor oil and its derivatives, glycerin and preservatives and surfactants. The business serves as the bridge that connects suppliers in Southeast Asia, the Middle East, and South America with customers in North America. Acme-Hardesty brings essential materials, needed by thousands of manufacturers, to create products that benefit millions of consumers.

## **POSITION OVERVIEW:**

Our growth and expansion strategy in the Personal Care Market has created an outstanding opportunity for a Regional Sales Manager (Northeast Region) to join Acme-Hardesty, a four-time (2019-2022) Best Places to Work in Philadelphia award winner. Under the direction of the Vice President – Personal Care, you will develop sustainable, profitable sales to targeted accounts in support of the Company's strategic business objectives, as well as maintain and develop relationships with customers and prospects. Your region will be based in the Northeast United States.

This role requires continuous interaction with internal contacts (leaders of businesses, customer service, and support teams), external communication with all levels of individuals at Customers, Suppliers, and Industry Associations, and requires the competency to develop external network within business communities to deliver agreed upon objectives.

## **RESPONSIBILITIES AND ACCOUNTABILITIES:**

- Develop profitable and sustainable sales in assigned territory
- Maintain, improve, and profitably grow existing sales territory through new products or increased share of business
- Further the culture of Acme-Hardesty by demonstrating accountability in alignment with AH's cultural beliefs
- Prospect and develop new customers, focusing on R&D for promoting our new product offerings

- Manage day to day business of territory
- Sell to the multi-level buying influences at a customer
- Travel 40% or as required to meet objectives

**KNOWLEDGE, ABILITIES, AND SKILLS DESIRED:**

- Bachelor's Degree in Chemistry, Chemical Engineering, or Business or related technical discipline preferred
- 5-7 years' experience in consultative, solution selling approach in the Personal Care market
- Knowledge of supply chain and importing in very helpful
- Holds strong relationships with R&D personnel in the Northeast Personal Care Market

**CORE COMPETENCIES:**

**Customer Orientation**

The ability and willingness to find out what the customer wants and needs and to act accordingly, taking the organization's costs and benefits into account.

**Listening**

The ability to show one absorbs and understands important (non-) verbal information and to ask further questions when necessary.

**Need to Achieve**

The need to set high standards for one's own performance, to show dissatisfaction with average achievements.

**Networking**

The ability to develop and maintain relations, alliances, and coalitions within and outside the organization and to use them in order to obtain information, support, and cooperation.

**Result-Orientedness**

The ability to take direct action in order to attain or exceed objectives.

**Persuasiveness**

The ambition to win over other people for one's views and ideas and to generate support.