Regional Sales / Business Development Manager – Seasonings/Spices/Food Ingredients

Remote · US · Full-time · **$120k–160k**

Regional Sales / Business Development Manager – Seasonings/Spices/Food Ingredients
Location: Remote – Northeast U.S. (preferably NH, RI, MA, CT, NJ, NY)
Territory: Northeast U.S., primarily MA through Northern NJ and parts of NY
Salary: $120,000 – $160,000+ (DOE) + ~ 20% Target Bonus (Additional Earning Potential) + Benefits
Benefits: Health Insurance, 401(k), PTO, Holidays, Monthly Car Allowance, Travel Reimbursement
Job Type: Full-Time
Typical Hours: Monday–Friday, Flexible Schedule, 40 hours/week
Travel: Approximately 2–3 Days/Week within Territory; Occasional Overnight Travel
Start Date: ASAP
Sponsorship is not available

Regional Sales / Business Development Manager – Seasonings/Spices/Food Ingredients Description

Our client, an established manufacturer of customized seasoning and food ingredient solutions, is looking for a Regional Sales / Business Development Manager to grow its business throughout the Northeast. In this remote role, you will inherit an established customer portfolio while focusing approximately 70% of your efforts on developing new customers and 30% on expanding existing relationships. You'll sell customized ingredients and seasoning solutions to food manufacturers, working closely with R&D and internal teams to bring new products to market. Our client is looking for a proven B2B sales professional with food ingredient sales experience, strong prospecting skills, and the ability to manage complex sales cycles. To succeed, you must be self-motivated, hardworking, and comfortable managing your territory independently while collaborating with technical teams. This is an opportunity to join an established manufacturer with a strong customer base, significant untapped market potential, and an emphasis on expanding its presence throughout the Northeast.

Regional Sales / Business Development Manager - Seasonings/Spices/Food Ingredients Responsibilities

- Develop new business with food manufacturers throughout the Northeast
- Manage and grow an existing customer portfolio
- Build a pipeline through prospecting, networking, and customer visits
- Lead the full sales cycle from initial outreach through negotiation and closing
- Identify customer needs and recommend customized food ingredient solutions
- Collaborate with R&D on samples, formulations, and product development
- Manage pricing, quotations, forecasting, and account profitability
- Build relationships with purchasing, R&D, and manufacturing decision-makers
- Coordinate internal resources to move customer projects into production

Regional Sales / Business Development Manager - Seasonings/Spices/Food Ingredients Qualifications

- 4+ years of B2B food ingredient sales experience required
- Proven success developing new business with food manufacturers required
- Understanding of ingredient formulations and technical specifications required
- Strong prospecting, negotiation, and closing skills required
- Driver’s license, reliable vehicle, and ability to travel 2–3 days per week required

Apply: https://twonice.hire.trakstar.com/jobs/fk0znu6/?apply=true

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