

Grassland Dairy Products, Inc.
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BRANDED SALES MANAGER

Full-Time, Permanent

Grassland Dairy Products, Inc. has been a leading manufacturer of butter and dairy ingredients since 1904 and is looking to add a Branded Sales Manager to our team in Greenwood, WI. With additional facilities across Wisconsin, Nebraska and Utah, Grassland is a key player in the dairy industry dedicated to producing high quality products while maintaining a positive work environment for a driven, talent-filled team of employees.

We are looking for an experienced Brand manager who is passionate about uncovering consumer insights and delivering innovative marketing campaigns. You will join a dynamic and fast-paced environment and you will generate strategies that grow market share and brand's reputation, improve customer experience and drive growth.

Essential Duties and Responsibilities

- Take brand ownership and provide the vision, mission, goals and strategies to match.
- Convert prospects and close opportunities.
- Translate brand strategies into brand plans, brand positioning and go-to-market strategies.
- Sales planning, cold calling, pre-visit planning and presenting in-person.
- Work closely with marketing department to help build the brand
- Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Build and maintain relationships with new and repeat customers.
- Willing to travel 50%.
- Other duties as assigned by supervisor.

Knowledge, Skills, and Abilities:

- Excellent organizational skills.
- Above-average computer knowledge. Fluent in typical business-type software (Word, Excel, PowerPoint, etc.) and willing to learn new proprietary systems.
- Must be able to demonstrate an ability and willingness to communicate effectively in order to maintain high levels of safety, quality, and efficiency.
- Excellent networking and interpersonal skills. You can develop long-term relationships.
- 3 years branded sales experience

Above the Rest Benefits:

- Competitive compensation and weekly pay period.
- Zero premium, company-paid health, dental and life insurance.
- Short-term disability.
- Profit sharing plan with 401(k) enhancement, matched.
- On-site health care and wellness initiatives.