



Applications received without a video will not be considered

Manager, Bulk Sales
Roles and Responsibilities & Job description

Objective:	To develop and grow Baraka’s sales to bulk customers in the food and cosmetics sector globally (with a focus on North America and Europe). While the focus will be primarily on Shea Butter, it will also include Kombo Butter, Cocoa Butter, Palm Oils, and other ingredients as opportunity presents.
Reports to:	Managing Director
Requirements:	<ul style="list-style-type: none"> • The successful candidate will have a strong track record in bulk and industrial sales to the food and cosmetics sector in North America, Europe and globally and will have a strong network in this area as well as an understanding of the sales cycle. • Experience prospecting for sales with industry and businesses from large industries through to smaller businesses. • Ability to utilize brand attributes (social and environmental impacts) as a strategic marketing tool • Self-motivated and able to work with minimal supervision. • Strong customer service orientation
Specific Tasks:	<ul style="list-style-type: none"> • Identify bulk (from pallet to container size) users of Organic and Non-Organic Shea Butter and other food and cosmetic sector ingredients • Engage with above users and develop and secure sales • Assist Baraka to identify additional product/ingredient opportunities to introduce to select markets
Salary and Remuneration	This is a commission-based position with high earning potential for the right candidate
Location	This is a remote position but there would be advantages for candidates located in Ghana
About Baraka	Baraka is a North American/Ghanaian business focused on ethically producing and procuring ingredients from Ghana for use in the global food and cosmetics industry

If interested please send a cover letter, [a Loom or other video](#)¹, your CV and any other material that you feel supports your case and tell us why this position interests you. It should have a heavy emphasis on why you are right for this position and why this position is right for you, and your ability to ‘hit the ground running’. Cover letter, links and materials should be sent to bulksales@barakasheabutter.com

¹ The video should tell us about you, why this position interests you and why you are the best person for the job.