



SALES MANAGER

Location: New York City or tri-state area

WHO WE ARE:

Banza is on a mission to make nutritious food more accessible. Our first product, a delicious pasta made from chickpeas, is the fastest growing pasta brand in the country. In just four years we've gone from an idea to a product in 11,000 stores, and today Banza is the #1 pasta brand in Whole Foods and Target and the #1 better-for-you pasta brand in the country. We've been named one of TIME's 25 Best Inventions of the year, appeared on The Today Show and Good Morning America, been in the New York Times, and most importantly, brought a better pasta to millions of happy customers. Now, we're transforming mealtimes across the country with our recently launched chickpea mac & cheese and chickpea rice, and we're still just getting started.

YOUR MISSION:

We're just scratching the surface of our potential – and we want your help to grow more rapidly, strategically, and sustainably. We are looking for a Sales Manager to join us and shepherd a group of key accounts in the Northeast. This is a brand-new role, joining a team of three. We view our relationships with retailers as partnerships in innovating the pasta category and the way grocery works, and we're excited to bring on a creative, adaptable, talented go-getter who wants to own and build a multimillion dollar book of business. There's a ton of head room in this role.

WHAT YOU'LL DO:

- Own key retailer accounts at Banza, including P&L responsibility
- Lead day to day sales and account management for 2,000+ stores to surpass growth targets
- Identify opportunities and implement strategic plans
- Build meaningful relationships with buyers, retail teams, etc.
- Manage brokers and distributors in executing chosen strategies
- Pioneer a bold, differentiated way of succeeding in the grocery store
- Collaborate with Banza's marketing, field marketing, analytics, and executive teams to execute an approach that is both data-driven and boots-on-the-ground
- Travel as needed to meetings, tradeshow, and events
- Be a core part of the Banza team and contribute to building an amazing organization

WHO YOU ARE:

- 3-7+ years of professional experience, including experience in sales/account management and CPG
- An entrepreneurially minded individual who can create novel strategies and manage partners through aggressive growth
- Versatile & creative, can handle all functions from sales, to marketing, to analytics, to demoing, to anything else needed at a startup; comfortable in ambiguity
- Very organized, with track record of designing processes and managing information
- A natural salesperson, and a great communicator in writing, over the phone, and in person
- A humble, constant learner ready to develop and evolve in skills and thinking on a daily basis
- Outgoing, confident, passionate, and high-commitment
- Must love Banza!

HOURS & COMPENSATION

Salary, commission, and equity commensurate with experience

TO APPLY:

Email jobs@eatbanza.com with subject "Application for Sales Manager – [your name]" and include your resume, plus a cover letter describing why you want to join Banza and would be a great fit in this role.