



**Entry Date:** 1<sup>st</sup> of April 2019 | 12 Months

**Location:** Berlin

## Country Head USA 100%

We're looking for a Berlin-based «Country Head USA». You work directly with the Founders to grow our US business to the next level. This is a role of high responsibility and with much whitespace to implement your own conclusions. Your entrepreneurial mindset and outstanding work ethics make you the ideal person for this job.

### The Job

- Sell to new natural food retail accounts in and around Los Angeles
- Further development of our distribution strategy in LA (e.g. Yoga Studios)
- Manage partnerships (food brokers, distributors, warehouses etc.)
- Key Account Management
- Tradeshows & food events in Los Angeles
- Supplier & Order Management (EU & Asia)
- Shape & implement US specific Marketing Plan (offline & online)
- US customer service
- Occasional travels to the US (mainly Los Angeles)

### The Requirements

- In-depth knowledge of the US market, preferably the food and retail market
- At least 2 years of relevant working experience in related area (for ex. as Key Account Manager)
- Excellent English skills
- Willingness to work from afternoon until after midnight (US west coast -9 hours)

### We're looking forward to getting to know you!

Interested? Send us your application documents to: [jobs@edamama.de](mailto:jobs@edamama.de)