



JOB POSTING: BUSINESS DEVELOPMENT COORDINATOR

JOB SUMMARY

This position is the glue that keeps us moving forward. We need an organized self-starter that can work cross-functionally with all departments to keep our product and marketing initiatives on track. This position has a seat at the table when it comes to strategic planning and is responsible for helping the President and Vice President turn ideas into executable plans that generate revenue. You will be the voice of the brand and responsible for managing all or our external communication. This includes website content, social media management, publicity, and presence on Amazon. The coordinator will also work closely with the VP of sales and marketing to craft the company's message on all B2C and B2B marketing.

CORE RESPONSIBILITIES

Business Development

With profitability in mind this position will analyze internal sales, competition, and the industry seeking to identify and develop opportunities for improving our message, our product, and our sales tools.

New Product Coordination

Acting as project coordinator for new product launches you will work with all the stakeholders of the company to share information and keep projects moving forward.

Tradeshaw Coordination

The coordinator is the key contact for all tradeshow activity and making sure the money invested in these events is maximized and provides Van Holten's new exposure and sales opportunities.

Marketing & Social Media

The voice of the brand, this position will work with the creative coordinator to generate new and unique content and build product awareness with the goal of driving more distribution of Van Holten's products.

Amazon & Online Sales

Van Holten's is seeking to grow and expand our online sales and this position will be responsible for managing this exciting and dynamic business channel.

REQUIREMENTS FOR THE POSITION

Proficiency in Microsoft Powerpoint, Word, and especially Excel. Associates degree (or above), or equivalent experience. Occasional travel, 5-10% at the most.

ABOUT VAN HOLTEN'S

We are serious about our results but not about ourselves. We are a growing family owned food manufacturer with 76 employees, located 25 minutes east of Madison, in Waterloo, WI. We are the maker, marketer, and inventor of the Pickle-In-A-Pouch, VH Pickleback, and Pickle-Ice. As we grow, we are committed to preserving our culture, which is focused on mutual respect, encouraging a positive work life balance for our associates, and creating an atmosphere that makes people proud to work here. If you like the idea of working at a company where you can make a difference, you could be a great fit.

To apply for this position, e-mail your resume to Eric Girard at ericg@vanholtenpickles.com

www.vanholtenfoods.com

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