

Business Development and Segment Marketing Manager for Food Processing, Agriculture and Horticulture

Vacancy 1/job role:

Business Development and Segment Marketing Manager for Food Processing, Agriculture and Horticulture

- Full responsibility for acquiring new customers and converting prospects into accounts in market segments food science, agriculture and horticulture
- Funnel management of prospects in CRM system
- Generate application marketing and business development plans for the aforementioned segment
- Liaise with industry experts, scholars and specialized organizations to provide best-in-class application expertise and support
- Provision of marketing and sales tools, technology demonstrators and collateral
- Close collaboration with product marketing and marketing communications (provision of application briefs, technical articles, etc.)
- Trade show exhibition and participation
- Reporting to Head of Sales & Marketing

Education required:

Bachelor's degree, Master's degree or PhD in food science, biotechnology, process engineering, chemistry, physics or electrical engineering.

Experience, knowledge, skills required:

- Minimum of 3 years of prior experience in Process Analytical Technology (PAT) for food analysis and/or quality control
- Strong expertise in optical spectroscopy
- Sales and Marketing experience or willingness for personal development
- Strong project management abilities; capable of prioritizing and handling multiple projects simultaneously under tight time constraints
- Business acumen
- Ability to be agile and flexible in thinking

tec5USA Job Description



Job facts:

Location: Plainview, NY, USA (Long Island, approximately 40 minutes to JFL airport and NYC)

Function: Sales & Marketing

Schedule: full time

Job Type: regular

About tec5USA:

tec5USA was founded in 2001 and is a leading provider of high-quality, state-of-the-art products for detector-array optical spectroscopy from OEM components to complete spectrometer systems for a wide range of applications. Components include spectrometer modules, operating electronics, and fiber-optic accessories. The UV-VIS-NIR and Raman spectrometer systems cover a wide wavelength range from 200 – 2150 nm, with a focus on process spectroscopy. Among the employees are highly-experienced and qualified chemists, physicists, engineers, technicians specializing in optics, electronics and mechanics.

Excellent, competitive compensation package:

- Company medical plan, 401(k)
- PTO, holiday pay

Contact:

Sebastian Huelck

tec5USA, Inc.

80 Skyline Drive Plainview

NY 11803

Phone: 516-653-2000

E-mail: sebastian.huelck@tec5usa.com