

Account Executive – New York City

New Chapter, Inc., an organic manufacturer of vitamin and herbal supplements headquartered in Brattleboro, VT is looking for a dynamic individual to join our mission-driven, organization. We seek an **Account Executive** to support the **Sales** department in a culture that fosters wellness and social responsibility. Candidate must live within Manhattan or the immediate metropolis.

Job Summary:

A positive leader with charismatic communication skills responsible for selling New Chapter products to the Natural Product stores in an established territory.

Responsibilities:

- Manage a defined sales territory.
- Work with existing accounts to maintain and grow sales, develop and maintain a database of prospective clients, and open new accounts in the territory
- Responsible for meeting and exceeding monthly sales goals
- Develop and deliver sales presentations and product trainings to health food stores buyers and employees
- Maintain knowledge of the supplement industry
- Will be ranked among peers quarterly and annually on objective and subjective qualities

Qualifications:

- At least 2+ years outside sales experience preferably in pharmaceutical or vitamin sales
- Significant travel required with some overnight travel
- Excellent organizational and follow up skills
- Proven ability to close and attain monthly sales objectives
- Proven ability to learn complex product features and benefits and charismatic communication skills necessary to sell the benefits
- Basic computer skills including Outlook

Work Environment:

- Works remotely out of home, traveling to retail stores within a defined territory on an established call cycle

Special Requirements:

- Must own a car that can support travel requirements, and have a valid driver's license

Qualified candidates, submit resume to careers@newchapter.com.

New Chapter, Inc. is an equal opportunity employer.