



865 Greenview Drive· Grand Prairie· Texas· 75050· Ph: 972.336.0336· Fx: 972.623.0055· www.afltexas.com

Company

AFL (Analytical Food Laboratories, Inc.) is an A2LA accredited, ISO certified, nationally recognized third party food, water, cosmetic, dietary supplement and pharmaceutical testing laboratory located in the Dallas-Ft Worth area(Grand Prairie), Texas. Founded in 1992, AFL brings specialized services to a wide variety of industries including food, beverage, water, pharmaceutical, dietary supplements and personal care products. We work with manufacturers, private label businesses, hospitality, catalog and food service companies, as well as support in- house capabilities, providing full service laboratory testing services.

Starting with one employee, our grass roots philosophy has lead to steady growth the past 23 years. Our attention to detail and highly recognized customer service is articulated by our clients. Envision life without corporate 'red tape'. Exceed your expectations by maintaining an upbeat attitude, desire for growth, and reflect the company strategies, values and dedication. The opportunity is NOW to join our team of highly trained personnel as AFL rebuilds and rebrands.

Position Description

Strategic Sales and Account Manager

Department: Sales, Marketing and Business Development

Job Summary: Responsible for managing multiple client relationships on a daily basis as well as initiating new business related activities. Client interface includes consistently meeting all client needs and requests from inception of new business to reporting results. Requires exceptional communication skills, solid interpersonal relationships and strong acumen for business development. Reports directly to the Vice President.

Responsibilities

- Serve as primary contact and client liaison for large list of key accounts
 - Ensure all services are provided and communication is fluid with all clients
 - Serve as resource to clients as well as address issues and bring resolution
 - Maintain immediate, short- and long-term strategic action plan for each client
 - Responsible for billing goals and service delivery by client
 - Meet regularly in-person and through various communication tools with every client
 - Prepares sales report showing sales volume, potential sales, and areas of proposed client base expansion
- Develop client opportunities with new and previous clients
 - Utilize proactive sales techniques to establish a pipeline of potential new clients
 - Review and pursue past client opportunities to reopen
 - Help define and clearly understand new business avenues for AFL
- Support maintenance of internal database and other communication tools
- Possess strong understanding of all services and capabilities of company
- Provide required reporting to VP and senior management
- Represent company at required industry and tradeshow events
- Establish solid rapport with lab department leadership
- Participate in suggested training and professional development opportunities
- Attend all company sales meetings and other functions as requested
- Work within any assigned budgetary parameters
- Maintain ongoing knowledge of competitors and industry trends



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Skills & Experience

- Exceptional verbal and written communication skills
- Proficient presentation /computer skills including MS Word, Excel and PowerPoint
- Highly energetic and self-starter
- Solid decision-maker, problem solver and creative thinker
- Required to work well in fast-paced, team environment

Characteristics

- Must be an ethical, honest person.
- Must possess drive, energy and resilience.
- “Customer first” mentality and strong interpersonal skills.
- Objective, organized and results oriented.
- Communicates articulately at all levels and throughout an organization.
- Possess team building/development and cross-functional leadership skills.
- Effective people management and coaching skills.
- Detail oriented and willing to follow a task through to its completion.
- Authorization to work in the United States indefinitely without restriction or sponsorship

Education

- Bachelor's degree (B. A.) from four-year college or university required preferably in food microbiology or food science
- 2-3 years Sales specific experience preferred or technical sales experience
- Cold calling experience preferred
- Must be able to discuss sciences such as microbiology, chemistry and food safety

Other

- Some travel required including use of personal car
- Reimbursement for mileage according to Federal guidelines
- Per diem allowed for overnight travel and business expenses
- Laptop/desktop computer provided by company
- Company provides or will cover the cost to port existing personal cell number over to company account. Replacement or new phone purchases must be pre-approved by AFL Management.

Compensation: TBD based on experience; Salary plus Commission

Analytical Food Laboratories, Inc. (AFL) provides a professional working environment and a competitive benefits package that includes comprehensive medical coverage, life and disability insurance, 401(k) with company match, paid holidays and vacation, personal days, and dental and vision options.

For confidential consideration, send your resume including salary history/requirements to: careers@afltexas.com

To learn more about our company, please visit our website at www.afltexas.com