

**Director of Brand Development / La Rose Noire**

**Job Summary**

Position plans, develops, and directs sales efforts exclusively for the La Rose Noire brand, through food service distribution.  This position manages the National Brand Manager for LRN for the US market. Position requires collaboration with food service, retail, and club sales divisions of our Company.  Position will align with business development, marketing, procurement, and forecasting teams to drive LRN sales. Position requires candidate to focus on high volume targets such as food service distribution and national chain and manufacturing accounts. Position requires ability to manage broker team. Sets sales targets for the LRN Sales Team; provides strategic direction and leadership for National Brand Manager.   Provides market analysis and works with LRN team for new product launches.

The successful candidate in this role, is an extroverted, self-motivated personality with strong prioritizing, organizational and communication skills.   Position must interact with all levels of the Organization & LRN Team. Must have knowledge of food service sales category with the ability to provide strategic direction.   Ability to explore customer and market trends and analyze and forecast market needs.  Stays in touch with competitive categories and industry trends. Able to coordinate and execute short and long-term strategies.  Must have strong data analytics.  Must report activities to LRN and GGG Leadership.  Ability to make sales presentations to all levels of our Organization, leadership and industry customers.

This position requires the incumbent to work a flexible schedule. Travel will be required for up to 50% of the time; may include travel during holidays and weekends.  Will have to attend food shows, seminars, LRN training and customer trips abroad. International travel required.  Any other duties, as needed/assigned.