



Business Development Manager

Why Work Here?

"Private label candle producer, fast growing company in the New River Valley of Southwest Virginia."

Employment Type: Full time (salary)

Benefits Offered: Medical, Vision, Dental, 401(k) and much more!

Shift Options: 1st shift

Responsibilities:

Business Development Manager - Professional position with full-time benefits package, including Health Insurance, Dental, Vision Insurance, 401(k) and more. Immediate opening & excellent Career Opportunity. Company located in the New River Valley of southwest Virginia near Blacksburg, and surrounding area. Visit www.onwardnrv.org to learn about New River Valley. Business Development Manager at Korona Candles Inc. is responsible for various Business Development responsibilities to assist our Sales team. Responsibilities: Lead the Customer/New Product Price Quotation Cost calculation process across the Gala Group production sites for Korona Candles Dublin Sales team. Prepare the Customer/New Product input data and communicate Sales team needs/timetables with the Project Manager at the chosen production site. Create and distribute Weekly Sales Updates & Monthly/FYTD Korona US Sales summary reports for all (non-Global) Key US Korona Candle Customers. Actual Sales vs. Budget vs. PY actual Sales with gross margin performance.

Requirements:

Education & Experience: Bachelors degree, Business/Accounting concentration preferred. 2-4+ years experience in a Sales or Business Development role. Retail market knowledge, and/or manufacturing experience preferred. Sales Process Familiarity. Strong work ethic.

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Korona Candles Inc., 3994 Pepperell Way, Dublin, VA. 24084
<http://www.koronacandles.com>

About Korona Candles Inc:

When Korona Candles S.A. Poland first opened it's doors in 1992, the mission was to be Europe's top candle manufacturer. Mission accomplished, they began production in the USA in 2014 at Korona Candles Inc. Dublin, Virginia. But the excitement really began in April of 2018, as Korona Candles joined a larger organization? The Gala Candle Group to become part of the World's Largest Fragrance D'cor Company. Today, working with Korona Candles Inc. means you are connected with more than 4,750 global employees in locations including: Poland, Hungary, India, Germany, Nashville and Los Angeles. But being the leader in fragranced d'cor is just a start. We want to be a leader in other areas too. So at Korona we are always challenging ourselves to deliver fragranced innovation via improved standards in quality, performance, sustainability and with product inspiration for companies you know, admire, and shop every day, but because we are private label, you won't know their name unless you work here. Want to 'smell' your world differently? Join our growing team? It's clean manufacturing that smells good too.

Company website: <http://www.koronacandles.com>

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Posted date: 09-06-2019