Sales/Account/Business Development Associate

SD Guthrie International (SDGI) produces edible oils, palm oil-based biodiesel, nutraceuticals and other palm oil derivatives for the global market. Driven by a philosophy of "Realising possibilities, together", SDGI collaborates closely with customers to develop bespoke solutions, including superior refined oils and fats that are tailor-made to their needs.

At SDGI, we are committed to partnerships focused on your success, exploring every possibility to deliver the right solutions and identify new opportunities. We are dedicated to a future where we achieve the best results together. With a global footprint and extensive network, SDGI offers a rewarding and fulfilling career path for dynamic and vibrant young talents.

Join us today, as we continue to Unlock Nature's Superpowers!

Roles & Responsibilities

- Responsible for the development and performance of assigned accounts and territories in the North/South America regions.
- Execute plans and strategies to expand the customer base in the assigned territories and contribute to the development of solutions and technical educational programs for clients.
- Ability to analyze competitive activities, industry insights to identify and expand business opportunities
- Manage client accounts' needs and support key partners in the assigned regions.
- Ensure opportunities are pushed through sales pipeline to conversion (sales).

Ideal Candidate

- Bachelor's degree in a related field or equivalent experience.
- 3 to 5 years of B2B experience in the food / vegetable oils & fats industry.
- Knowledge of customer base or technical background with oils & fats industry experience.

- Ability to speak Spanish and/or Portuguese, preferred.
- Comfortable to travel up to 30% of the time within the US, regional markets in North and South America, and Asia (HQ)
- Comfortable to participate in weekly after-hours remote meetings with colleagues in Asia.

Location

- Hybrid role, remote with travelling required. Office is in San Diego, California.

Compensation

- Competitive compensation – base, bonus, medical allowances, 401 (k) plan