

Kodiak Cakes Job Opening



Natural Channel Account Manager

Kodiak Cakes

Various Locations

Who are we?

Kodiak Cakes is a small, fast-growing natural foods company located in the scenic Rocky Mountains of Park City, Utah. Our journey with food began by restoring the whole grain tradition of flapjacks from the American frontier. In the process, we discovered that high quality foods closer to nature are not only more wholesome, but far more delicious and packed with clean energy. We rely on that clean energy from nature to fuel our active, outdoor lifestyle in the mountains.

We make the best-selling whole grain flapjack mix in the nation and also sell baking mixes, syrup, oatmeal, and granola at a large variety of retailers (<http://www.kodiakcakes.com/store-locator-map/>). We're expanding rapidly as the fastest-growing pancake brand in America and need to build our team with more people that share our passion for the outdoors, bring industry experience, thrive in an entrepreneurial culture, and want to make an impact on the front lines of the food revolution. We believe that eating real food closer to nature, getting active outdoors, and preserving local nature will bring back that old, balanced partnership with the wild that our forebears forged out on the frontier. We embrace the spirit of the Kodiak - a pristine wilderness with a rich ecosystem - and we rely on that spirit of the Kodiak to inspire the work we do, the food we eat, and the way we play.

What will this position do?

This role will represent Kodiak Cakes by managing multiple account relationships within the natural channel (Whole Foods, Sprouts, independents, coops, UNFI, KeHe, etc.) to optimize our product portfolio, launch new items, gain new distribution, create promotional trade plans, and foster strong relationships. This role will also work closely with the marketing team on shopper marketing initiatives and innovation plans. Additionally, this role will manage relationships with brokers in the natural channel.

Responsibilities include:

- Directly manage retailer, wholesaler, and broker relationships with multiple key contacts at several accounts

- Prepare strategic and executional sales presentations to discuss plans with buyers and key contacts
- Analyze and optimize merchandising trade plans and budgets
- Identify key shopper marketing levers for each account and work with the marketing team to develop a robust shopper marketing plan
- Analyze sales performance data and competitive insights to improve strategy and execution at each account
- Work through brokers to navigate the natural channel

What are we looking for?

In this role we need a passionate advocate of natural foods - someone who lives and breathes the Food Revolution and is deeply committed to the natural foods cause. This individual must also have deep experience working within the natural channel. We're looking for a passionate, driven, entrepreneurial-minded individual with a desire to make their mark on the food industry with an all-star brand in the natural space. With such immense opportunity for our brand we are seeking members of our team that can harness that brand potential and translate it to results that meet the needs of both the shopper and the retail customer. And we need someone who is looking for an adventure growing a brand into an influential force across multiple categories in the store.

Required:

- Bachelor's degree
- 6-8+ years experience in food CPG sales roles
- 2-4+ years experience working with the natural channel
- Experience selling natural/organic food brands
- Deep personal commitment to natural foods
- Strong fit for the Kodiak Cakes brand culture
- Entrepreneurial mindset
- Intense curiosity to personally learn and grow
- Superb sales and influence skills, across written, verbal, and presentation forms of communication
- Highly personable and an ability to forge strong personal relationships
- Collaborative, team-building intuition
- Ability to thrive while working independently with adaptability and resourcefulness
- Strong familiarity with syndicated data (Nielsen, IRI, SPINS) and MS Office
- Travel 20-40% of the time

Preferred:

- Experience with both large and small food brands

- A mix of sales experience, including account management, category management, trade, and business analysis

How can I apply?

Please apply for this position through LinkedIn (<https://www.linkedin.com/company/kodiak-cakes>) or by sending your resume and a brief note introducing yourself to jobs@kodiakcakes.com. We will be hiring various roles over an extended period of time.

What else do I need to know?

This role could be located either remotely from home across the country or in our headquarters near the ski slopes and mountain trails of Park City, Utah. The position offers competitive compensation, relocation assistance (if moving to Utah) and a wide range of small-company benefits that will be highly valued by someone that fits our company culture.

The future of food is whatever our generation decides it will be. We are committed to creating wholesome, natural, authentic food with superior taste to fuel a healthy, active lifestyle. We feel encouraged by some of the wholesome trends in food today and believe that with a concerted effort we can make an enormous impact in building momentum for natural, better-for-you foods. If you feel inspired in this same journey, we invite you to apply to join our team and leave your legacy on the future of food.

