

Job Code
S4011

FLSA Status
N

Summary

Provides technical support to sales, marketing, and research teams to enable a better understanding of the needs and requirements of current and potential customers.

Essential Functions

This job description reflects management's assignment of essential functions; it does not prescribe or restrict the tasks that may be assigned.

- Provides technical support to the sales team by making product presentations and generating data for technical data sheets.
- Conducts market research to identify and produce samples of applications for new and existing products.
- Participates in the development of new products and experimental blends; facilitates the pre-shipment of blends.
- Provides technical assistance to customers and strategic partners.
- Works to continuously refine and develop new analytical methods to accurately define the features and benefits of our products.
- Participates in interdepartmental planning and customer interaction to maximize California Natural Color's profits and long term viability.
- Contributes to the Continuous Improvement Program.
- Maintains satisfactory attendance, to include timeliness.
- Responsible for understanding and complying with applicable quality, environmental and safety regulatory considerations. If accountable for the work of others, responsible for ensuring their understanding and compliance.

Supervisory Responsibilities

- N/A

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Minimum Qualifications

- High School diploma or State-issued equivalency certificate.
- Bachelor's degree in Food Technology, Chemistry, Enology, Microbiology, Chemical Engineering, Food Processing, or Food Science.
- Required to work overtime when necessary.

Preferred Qualifications

- Bachelor's degree in Food Technology, Chemistry, Enology, Microbiology, Chemical Engineering, Food Processing, or Food Science plus 2 years of sales or laboratory food and beverage research experience.
- Skilled in reading, analyzing and interpreting common scientific and technical journals.
- Skilled in responding to common inquiries or complaints from customers and regulatory agencies.
- Skilled in effectively presenting information to top management.
- Skilled in defining problems, collecting data, establishing facts and drawing solid conclusions.
- Intermediate skills in Word, Excel, PowerPoint and Visio.
- Experience interacting with all levels and functions within the company.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee will frequently be required to stand; walk; sit. The employee will occasionally be required to use hands to finger, handle or feel; reach with hands and arms; climb or balance; stoop, kneel, crouch or crawl; talk or hear; taste or smell.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee will occasionally be exposed to wet or humid conditions (non-weather); moving mechanical parts; high, precarious places; fumes or airborne particles, toxic or caustic chemicals, outdoor weather conditions, extreme heat and cold (non-weather), risk of electrical shock; vibration. The noise level in the work environment is usually moderate.

