



Chicago Section IFT  
the First Section

**CHICAGO SECTION IFT  
EMPLOYMENT COMMITTEE NEWSLETTER  
JANUARY 2011**

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The Employment Committee publishes this portion of the newsletter as a free service to Chicago Section members. Because we cannot control the information supplied to us, no guarantee can be made of its accuracy. **Additional information on a particular listing can be obtained by contacting one of the people listed above.** Please submit ads for the Janua newsletter by February 15, 2011.

- A. **SALES REPRESENTATIVE:** Growing specialty chemicals manufacturer in the Chicago area is seeking an experienced Technical Sales Representative to drive growth in our food processing chemical business. Our product line includes antifoams, release agents, surfactants, and other specialty formulations.
- B. **FOOD SAFETY MGR:** Develop systems to insure company is in compliance with all state and federal regulations on food safety including HACCP. Lead company's food safety program. Manage company's recall process. This position is responsible for corporate food safety program. Manager will direct all activities related to food safety to provide excellent quality, reduce risk, and improve customer satisfaction. Requirements: Bachelor's degree, 30% overnight travel, ability to be on call 7 days/week.
- C. **BUSINESS DEVELOPMENT ASSOCIATE**—Assist in all aspects of business development; support the internal team in developing new business opportunities; build successful relationships w/customers utilizing email, phone, trade show activities, & in-person visits. Prefer a degreed candidate (business, food science, related technical degree) w/ 0 – 2 yrs. of relevant exp. Location—Elk Grove Village, IL.



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- D. **QA TECHNICIAN/TECHNOLOGIST:** Food Ingredient company in the Chicago area is seeking a Technician/Technologist in QA for running standard testing and overseeing QA functions in production. An Associates degree or higher in Food Science or other science discipline preferred. Understanding of HACCP, GMP helpful. Computer, writing and communication skills are required. This is a full time position with benefits. Pay schedule is based on experience.
- E. **SALES MANAGER:** Natural stevia sweetener supplier seeking a high energy Sales Manager to call on Food and Beverage customers within the USA. Travel is expected to average 1-2 nights per week. Position will office in Oak Brook, IL. Requirements: 1-3 years experience. The ideal candidate will have a food science, nutritional, or food engineering background with strong communication and organizational skills.
- F. **SR. PRINCIPAL SCIENTIST:** Supports the commercial delivery of new/novel technologies. Interacts w/customers to identify opportunities to expand core technologies (processes, ingredients, substrates). Ability to lead all technical aspects of a product development opportunity. Collaborates effectively w/other functions to implement new technologies. Requirements: MS degree in FS/Applied Science/Engineering +10 years relevant experience. Ph.D. FS/Applied Science/Engineering +7 years relevant experience.
- G. **ACCOUNT DIRECTOR (MINNESOTA FIELD):** Sales to select accounts by working w/established customers & developing new customers. Applies a complete knowledge company products and solution strategies w/exception to corporate strategic initiatives. Develop & implement the territory's strategic & tactical sales plan to accommodate corporate and regional goals. Bachelor's degree from 4 year college/university and 5 years related exp. or 2 year degree w/7 yrs. related experience.
- H. **QUALITY ASSURANCE MGR:** Responsible for leading the planning, implementation & maintenance of the company's food safety and quality/safety systems. Manager will oversee both QC and QA departments & direct all activities related to food safety to provide excellent quality, reduce risk and improve customer satisfaction. Requirements: Bach. FS or related area, communication skills, 5+ yrs exp. food manufacturing environment including HACCP, USDA, FDA, SQF and OSHA.
- I. **FOOD & BEVERAGE APPLICATION TECHNICIAN:** Part time position w/natural food ingredient supplier to provide application support for a wide range of food & beverage product development. Responsibilities include supporting product development projects by preparing prototypes for internal & external showings, sensory evaluations,



record keeping of all ingredients and application studies. Requirements: Recent grad or student w/laboratory exp. and course work in food science or related fields.

- J. **SALES REPRESENTATIVES (MIDWEST/WEST/EAST):** 3 sales positions open for aggressive salespeople who are familiar with the food industry in specific geographic regions. At least 3 – 4 calls per day in person, phone, e-mail, trade show. Daily report with meeting minutes. Develop relationships w/customers, including presentations, traveling, sales calls, etc.
- K. **SALES REPRESENTATIVE:** Laboratory services for the food industry. Excellent sales opportunity for the Chicago area territory selling laboratory services for research & development and quality control departments. Individual will be selling services for food safety, quality, nutrition, product development, compliance and regulatory issues.
- L. **FOOD TECHNOLOGIST:** Food Technologist to be part of cross functional team to test and implement new and existing product lines. BS in Food Science and 2 yrs. experience. Sensory & culinary exp.a plus.
- M. **SALES OPERATIONS COORDINATOR:** Part of sales function internal support team. Responsible for expediting and coordinating sales activities related to new formula, new product development & implementation. Coordinate sampling, technical/regulatory paperwork & customer service activities. 3 – 5 yrs. sales or customer service experience (food industry processing preferred). Associates or Bachelors degree in Business Management/Food Science.
- N. **FOOD & BEVERAGE CONTRACT AUDITOR:** Perform 3<sup>rd</sup> party GFSI benchmarked audits (SQF, BRC, IFS, FS22000, Global GAP) for North American customers. Perform 2<sup>nd</sup> party food safety audits/assessments. Provide customers w/timely, complete & accurate reports. Requirements: BS Food Science/Chemistry/related field, 5+ yrs industry experience, HACCP certificate, holds at least 1 SQF/BRC/IFS/Global Gap/ISO22000 certificate. 5+ yrs. auditing exp., 2+yrs. working in ISO9001.
- O. **BUSINESS DEV. REPRESENTATIVE:** Identify & develop commercial opportunities for food/bev team. Facilitate telephone & routine email inquiries, follow up w/prospective clients, enters/updates prospective leads, supports food/beverage key customer managers, etc. Requirements: 3+ yrs. sales exp., recent history of sales success, excellent verbal & written communication. Travel up to 15%.



## JOB SEEKERS

1. **FOOD TECHNOLOGIST:** Senior Food Technologist with 35 years of experience is seeking a part time or full time position in product development. Experience includes emulsions, beverages, flavors, variegates, fillings, toppings.
2. **SENIOR FOOD TECHNOLOGIST:** Experienced in product innovation; sensory evaluation; QA/QC; wide spectrum of products, including meat, carbonated beverages, private label supermarket products. Consulting experience in food & chemical products for Fortune 500 companies. Excellent oral and written communication.