

Business Development Manager

Nu-Mega Ingredients, a leading global pioneer and innovator in refined and micro-encapsulated fish oil (DHA and EPA), is seeking a dynamic and results-driven Business Development Manager to join our North America team.

Nu-Mega is at the forefront of delivering high-quality omega-3 ingredients to global markets. This is a fantastic opportunity for someone with experience in the Omega-3 industry, particularly in selling omega-3 ingredients, to drive growth and expand our presence in the North American market.

Role Overview:

- Location: USA (Remote with travel required)

Key Responsibilities:

- Develop and execute business development strategies for the North American market
- Identify new market opportunities and nurture relationships with existing clients
- Promote Nu-Mega's unique micro-encapsulation and refined fish oil technologies to customers across the health, wellness, and nutrition sectors
- Work closely with internal teams to provide technical support and ensure customer satisfaction
- Lead negotiations and close deals with major clients in the industry

Qualifications & Skills:

- Minimum of a Bachelor's Degree in Science or Food Science is preferred, though not critical
- Proven experience in business development, with a focus on omega-3 ingredients or the broader nutraceuticals/functional foods industry
- In-depth understanding of the Omega-3 market, trends, and key industry players
- Strong network in the North American omega-3 sector
- Exceptional communication, negotiation, and presentation skills
- Ability to work independently and as part of a team in a fast-paced environment
- A passion for promoting sustainability and innovation within the omega-3 space

Why Nu-Mega?

- Innovative Company: As a leader in the development of micro-encapsulated omega-3 products, you'll have the opportunity to represent cutting-edge technologies.

- **Career Growth:** The North American market offers vast potential for expansion, providing ample opportunity for personal and professional growth.
- **Collaborative Culture:** Work with a talented, global team dedicated to delivering high-quality omega-3 solutions that make a difference in consumers' lives.

If you're a driven professional looking to be part of an innovative company with a mission to improve health through omega-3, we want to hear from you!

To apply, send your resume and cover letter to bassamh@nu-mega.com.

We look forward to hearing from talented candidates eager to contribute to the continued success and growth of Nu-Mega Ingredients in North America.