

Higher Education Partners Specialist

Making more from less is just what we do: more of that home-cooked quality from a smaller-scale, allergy-friendly bakery, and more community and personal impact from the small, everyday choices we're making to live our values of betterment through mindfulness, and collaboration through transparency. Because delicious food doesn't have to be at odds with nutrition or safety, and at 88 Acres we're growing that change seed by seed.

88 Acres is a true growth-stage startup. We are a lean team of passionate foodies who punch above our weight. What does that mean? It means that everyone on our team wears many hats, gives 110% effort every single day, solves problems, innovates and has a ton of fun. We produce a variety of seed-based foods right here in Boston - bars, butters, and seed'nola - selling through a multitude of distribution channels - distributors, discovery retail, online, food service etc.

The Higher Education Partners Specialist will work within the Sales Team and will report to the Nutrition and Education Lead. The Higher Education Partners Specialist will primarily work to build partnerships and manage accounts within the higher education segment, spanning across retail, foodservice and athletic departments. The right candidate will think innovatively and creatively, have experience in food service, nutrition or a related field, possess strong interpersonal communication skills, and have a passion for food and people.

Responsibilities

- Serve as primary point of contact for higher education account partners.
- Conduct outreach to new college/university dining, retail and athletic programs, in alignment with brand building strategy.
- Maintain and enhance relationships with current and new partners with a high level of personalization.
- Position 88 Acres as the go-to brand for inclusive, innovative, sustainable and delicious seed-based food programming.
- Coordinate with marketing and design team for on-campus marketing initiatives to improve brand awareness and drive sales volume.
- Assist with pop-up events, demos, and samplings, and travel when needed.
- Report on relevant KPI's to sales team and leadership on weekly/monthly basis; analyze and adjust sales strategy based on data.

Requirements

- Bachelor's degree in a related field.
- 1+ year of relevant experience in food, nutrition, sales or related role.
- Self-starter, willing to take initiative and demonstrate follow-through.
- Excellent communication, both written and interpersonal.
- Willing and able to travel as needed.
- Interest in health, wellness, and sustainability is a big plus.