



Borges USA, Inc. seeks Global Business Development Manager in Fresno, CA.

Duties:

- Provide oversight on all sales revenue, vertical market, and customer service functions while ensuring the accuracy of financial reporting, which includes financial systems utilized and the integrity of the data reported. (7%)
- Schedule and plan resourcing and budget requirements, and manage the preparation of market index studies. Oversee profitability tracking and project execution to ensure contractual deliverables/commitments are met as per the project specifications. (7%)
- Oversee the preparation of financial documents, such as marketing expenditure and service offering and distribution reports, for monthly and annual budget forecasting. Provide strategic guidance to the CEO by comparing fluctuations of P&L (Profit & Loss) and any major changes to the company balance sheet. (7%)
- Provide oversight and appropriate approval for major product distribution and investment management implementations. Oversee all risk management and performance measurement and reporting functions on a quarterly and annual basis. (7%)
- Direct the tracking and logging of the company asset list. Direct the development of annual budgets and balance sheet reserves. (7%)
- Oversee risk identification/management and mitigation planning. Track financial project schedules to ensure proper Borges product delivery while managing performance issues and risks. (7%)
- Serve as primary point of contact for outside audit teams during annual audits. Review the business and financial rationale for each investment against Borges financial and strategic requirements. (7%)
- Plan, organize, administer, review, and evaluate the work of subordinate professionals, technical, support, and operational staff. Motivate, drive, and direct subordinates in search of the expected results as a team. Evaluate team-based performance data to make personnel decisions. (10%)
- Provide strategic guidance on client issues, including transparency agreements, to provide positive client outcomes while maximizing benefit to Borges. Oversee revenue and income forecasting to ensure opportunities and threats are highlighted and managed in order to achieve annual targets. (10%)
- Oversee the delivery of product analysis, inventory distribution, and product selection to blue chip clients through written reports, consulting, client inquiry, speeches, and other deliverables. (7%)
- Promote teamwork and achievement of Borges goals by coordinating and participating in meetings with all departments to ensure the timely and accurate flow of information. Ensure compliance by all subordinate team members with company policies and procedures. (7%)
- Oversee requisite HR procedures, including attendance, conflict resolution, performance reviews, mentoring, and hiring activities. Manage the availability of resources. Monitor and track project progress. (10%)



- Coordinate across company departments and direct subordinates in resolving any barriers or issues so as to ensure project delivery targets are met. (7%)

This position supervises a subordinate with the job title of Customer Service Representative.

Requires a minimum of 5 years' experience in a sales management capacity. Requires 5 years of proven experience in olive oil/olives business sector. Requires fluency in these 4 languages: English, Catalan, Italian, Spanish. Requires domestic travel up to 80% of the time.

Must also have authority to work permanently in the U.S. Applicants who are interested in this position may apply at [jobpostingtoday.com](http://jobpostingtoday.com), reference number 83980.