



REGIONAL SALES MANAGER

Eastern United States

Department: Sales and Marketing (Food and Beverage)
Reports To: Director-Food and Beverage Sales
FLSA Status: Exempt

Company:

Martek Biosciences Corporation (NASDAQ: MATK), a local biotech company, is a leader in the innovation and development of DHA omega-3 products that promote health and wellness through every stage of life. The company's flagship products are *life'sDHA*[™], a sustainable and vegetarian source of the omega-3 fatty acid DHA (docosahexaenoic acid) for use in foods, beverages, infant formula, and supplements; and *life'sARA*[™], an omega-6 fatty acid produced from fungus. ARA (arachidonic acid) is the primary omega-6 fatty acid in the brain and is important for proper infant brain development and physical growth.

Job Summary:

The successful candidate will develop new prospects and interact with existing customers to increase Martek DHA sales in the food and beverage market in the Eastern United States. The candidate will work with marketing, product development, research and development, and production to meet market demands. Rely on industry experience and sound judgment to target appropriate customers.

Essential Duties and Responsibilities:

1. Generate revenue growth in Martek's Food and Beverage Unit.
2. Identify and develop appropriate customer accounts.
3. Target key individuals within accounts to become DHA product champions.
4. Communicate customer and market needs to all disciplines within Martek.
5. Develop a sound understanding of the technical aspects of the product.
6. Become familiar and stay current with DHA research.

Supervisory Responsibilities:

1. None.

Qualifications:

1. Bachelor's degree required.
2. 3+ years experience in value-added food ingredient sales.
3. Must be highly motivated and able to work independently.
4. Excellent communication skills.
5. Proven record of sales success.

Requirements:

Physical Demands:

N (N/A) A (1 - 25%) B (26 - 50%) C (51 - 75%) D (76 - 100%)

Sitting	<u>D</u> %	Standing	<u>A</u> %
Walking	<u>A</u> %	Driving	<u>A</u> %
Bending/Stooping	<u>N</u> %	Climbing	<u>N</u> %
Reach above shoulder	<u>N</u> %	Kneeling	<u>N</u> %
Pushing/Pulling	<u>N</u> %	Crawling/Crouching	<u>N</u> %
Lifting	<u>20</u> lbs		

Computer work	<u> </u> N/A	<u> </u> Minimal	<u>X</u> <u> </u> Moderate	<u> </u> Significant
Temperature extremes	<u> </u> N/A	<u>X</u> <u> </u> Minimal	<u> </u> Moderate	<u> </u> Significant
Noise	<u> </u> N/A	<u>X</u> <u> </u> Minimal	<u> </u> Moderate	<u> </u> Significant

Travel:

Domestic	<u>40</u> %	International	<u>0</u> %
----------	-------------	---------------	------------

Please submit your resume and/or application (www.martek.com) to Human Resources at jobs@martek.com or fax to 410-772-5811.

Martek Biosciences Corporation is an Equal Opportunity Employer.
M/F/V/D