



Account Manager | US, Northeast / Midwest

Location: Remote - based in the US Northeast or Midwest

Employment type: Full-time

Reports to: Regional Sales Manager

About us

Ally is a coffee trading company working across more than ten origins in the Americas, Africa and the Middle East. We partner with producers who are building something specific, and with roasters who want to be part of that story, not simply purchase what comes out of it.

Where the coffee comes from matters to us, and it's the foundation of how we work with our partners: relationships built to last, in which the producer, the roaster, and Ally each hold a stake, and each share in what's built together.

About the role

You will own a portfolio of roaster accounts across the Northeast and Midwest, along with the full commercial cycle and the relationships that sustain it.

This role is about more than working from an offer list. It calls for understanding a roaster's business closely enough to know which producer they should be building a relationship with over the next five years, and then helping make that partnership real: the contract, the quality, the shipment, and the honest conversation about price when the market shifts against one side.

You will be the first call when a roaster is planning their year ahead, and the one who gets to tell a producer their coffee has found the right home.

What you'll be doing

- Own and grow a portfolio of roaster accounts, deciding where that growth should come from next;
- Serve as the primary point of contact for roasters, whether the matter is a contract, market conditions, or how to respond when a harvest turns out different from the year before;
- Manage the commercial cycle end to end, from prospecting and negotiation through contract closure, shipment, and payment follow-up;
- Work closely with sourcing, quality, and logistics in both directions: not only finding a lot that fits a brief, but bringing roasters what a producer has genuinely built;
- Travel regularly to roasteries, trade shows, and origin, building direct relationships with the people whose coffee you represent;
- Keep pipeline, client, and contract records accurate and organized, a discipline the role depends on;





- Build partnerships that outlast a single contract. The true measure of success in this role is how many roaster–producer relationships are still active five years from now, and beyond.

What you'll bring

- Substantive knowledge of green coffee, developed through sourcing, roasting, quality control, or trading;
- Experience carrying a commercial number, whether in sales, account management, or trading;
- A demonstrated ability to manage a full sales cycle, from prospecting to payment follow-up;
- The range to hold both a procurement conversation and a producer conversation in the same day, with equal credibility in each;
- The discipline to manage your own territory independently;
- Proficiency in Spanish or Portuguese is a plus;
- A genuine willingness to travel on a regular basis.

What we offer

- Base salary range of \$55,000–\$72,500 annually, based on experience level and location, plus a commission structure based on margin generated;
- 20 paid vacation days;
- Health insurance;
- Access to voluntary benefit plans (401(k), FSA, dental, vision, and more), employee-paid;
- Company-provided equipment;
- Direct exposure to a global trading business end to end, on a lean, hands-on sales team with real autonomy and close proximity to leadership.

How to apply

Send your resume and a cover letter to carol@allycoffee.com and sara@allycoffee.com. We review applications on a rolling basis, so early applications are encouraged.

Our commitment to inclusion

Ally Coffee is a multicultural company spanning three continents and a dozen languages, and that shapes how we build our team, fostering a workplace that celebrates diversity in all its forms. We welcome applications from people of all backgrounds, experiences, and perspectives.

