

## Sales – Account Executive, Food industry

Join a growing small food company that is committed to the environment, sustainable farming and giving back to the local communities they serve, in an exciting **SALES & BUSINESS** development role. This entrepreneurial company has experienced triple digit growth in the past few years and their high quality food products are in demand from chefs, small business owners and hotels.

The **Account Executive** position is a terrific opportunity for the college graduate with one to two years of related sales work experience or for an individual working in a culinary position who wants to transition to a sales role. You must have an incredible passion for food, possess outstanding communication skills and enjoy a fast-paced environment. Call upon chefs and other ordering sources in restaurants, hotels, corporate foodservice etcetera. Typical sales cycle is one to three weeks and you will work closely with the delivery team to ensure customer satisfaction and also ensure that customers pay bills in a timely way. Here your input and feedback are valued (weekly company meetings) and your efforts will be an integral part of the company's continued growth and success.

The ideal candidate will live in the North Bay (Sonoma, Marin or Napa County), and be comfortable with traveling throughout the greater San Francisco Bay area. You will represent the company and products to new accounts and revisit old accounts that have not purchased in some time. Hourly base DOE plus strong competitive commission and benefits inclusive of medical, PTO, Blackberry cell phone, generous mileage reimbursement, etcetera. Will also have an inside person setting appointments.

**To Apply:** Please email your cover letter & resume (Word doc) to Margaret Green, Executive Recruiter & Staffing Consultant: [mmmgreen@comcast.net](mailto:mmmgreen@comcast.net) Ready to hire NOW! Relocation is not available for this position.

### **Requirements:**

- Develop accounts within the foodservice sector with a focus on restaurants, hotels, schools and corporate foodservice. Enhance and maintain existing relationships.
- Demonstrated success in achieving sales goals.
- Specific experience with selling food products. Knowledge and **passion** for showing, promoting and selling food products.
- Effective time management skills. Strong detail orientation and excellent organization skills.
- Business development skills and exceptional communication skills (written and verbal). Confident, outgoing and strong demonstrated customer focus.
- Team player, self-motivated, entrepreneurial spirit.
- Proficiency with MS Office products (WORD, Excel, PowerPoint) and Outlook.
- Strong demonstrated attention to detail and excellent organization skills.
- Valid CA driver's license and clean driving record.
- Ability to lift 30 lbs.
- College degree preferred.