



Sales Representative

Job Overview:

This is an outside sales position responsible for promoting the company's products and services and building relationships with new and existing accounts.

Summary Description:

- Develop new business; penetrate existing accounts to achieve profitable sales growth and special objectives within assigned territory.
- Seek and qualify prospects in accordance with company requirements
- Research customer business needs and develop a mix of products and service to meet needs
- Evaluate market trends and recommend products to customers based on business needs and goals
- Keep informed of market conditions, product innovations and competitors' products, prices and sales; provide customers with the information as part of a value-added service package

Essential Duties:

- Respond to customers' questions and about products, prices, availability and product uses
- Provide product information and practical training to customer personnel
- Drive personal vehicle to customer accounts, meetings etc.
- Communicate and collect accounts receivables as necessary, working with the credit department and client; collect all balances due based on approved credit terms
- Participate in company promotions, customer visits and customer events
- Review and analyze daily and weekly reports-sales/gross profit margin data
- Perform administrative duties, such as preparing sales reports, processing credit and return request, preparing sales quotes and filing reports
- Other duties as assigned



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Sales Representative (continued)

Education/Experience required:

- Bachelor's degree in Business, Sales, Marketing, Hospitality; or Culinary Arts
- 6 months of sales, and/or chef/restaurant management experience, and/or related (Business, Sales, Marketing, Hospitality; or Culinary Arts) degree
- Basic pc skills and proficiency with MS outlook
- Valid driver's license with clean driving record (including no single DUI in the last 3 years and no multiple DUIs within the last 7 years)
- Current automobile insurance
- Must pass pre-employment testing(background and drug screen)
- Must sign confidentiality agreement

Preferred Requirements:

- One year of outside foodservice sales experience-working knowledge of and established relationships within the restaurant and food service community
- Previous produce experience
- Restaurant management/chef experience

To be successful in this position, the individual performing the duties must successfully demonstrate the following competencies:

- Building Trust and Customer Loyalty
- Sales ability / Persuasiveness
- Time Management Skills
- Excellent Written & Verbal Communication Skills
- Must be a team player and a hunter

We are an Equal Opportunity Employer



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