



## Now Hiring: Sales Representative

### Company Overview:

Seashore Fruit & Produce is the leading distributor of fruit produce, dairy, and other perishables in the region. Join the rest of our team in a new state-of-the-art facility with brand new offices, and the latest warehouse management technology! We are looking to grow our outside sales force. We recently launched a new CRM to set our sales team up for continued success. We are seeking for self-motivated individuals who are eager to hit the ground running—promoting our premium 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 those needs.
- Evaluate market trends and recommend products to customers based on their business' needs and goals.
- Stay informed of market conditions and product innovations; competitors' products, price points, and sales; provide customers with the information as part of a comprehensive, value-added service package.

### What Sets Us Apart?

- Our locally-sourced and sustainability programs.
- A newly developed CRM.
- Internal support system consisting of experienced marketing and customer service.
- Direct access to and the support of senior management.
- To start, in addition to commission, you'll be offered base salary and assigned accounts.
- Generous automotive expense plan.
- 401(k) matching program.
- Health insurance options for you and your family.
- Friendly work environment.

### 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.
- Participate in company promotions, customer visits, and customer events.
- Review and analyze daily and weekly reports-sales/gross profit margin data.
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**SEASHORE FRUIT & PRODUCE COMPANY— The Region's Leading Source for Local.**  
PO Box 637 Vineland, New Jersey 08362-0637  
Phone: 609-345-3229 • [www.SeashoreEast.com](http://www.SeashoreEast.com)





- Perform administrative duties, such as preparing sales reports, processing credits, and return requests, preparing sales quotes, and filing reports.
- Communicate and collect accounts receivables as necessary, working with the credit department and client; collect all balances due based on approved credit terms.
- Make deliveries when needed.
- Other duties as assigned.

#### **Requirements:**

- High School Diploma/GED.
- Basic PC skills and proficiency with MS Office.
- Must be able to navigate our newly developed CRM and company technologies.
- 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:**

- Bachelor's degree in Business, Sales, Marketing, Hospitality; or Culinary Arts.
- Six months of sales and/or chef/restaurant management experience and/or related field (Business, Sales, Marketing, Hospitality; or Culinary Arts).
- One year of outside foodservice sales experience-working knowledge of and established relationships within the restaurant and food service community.
- Previous produce industry experience.

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

- Genuine interest in food, produce, sustainability, and locally-sourced programs.
- Ability to building trust and customer loyalty.
- Sales ability / Persuasiveness.
- Time Management Skills.
- Excellent Written & Verbal Communication Skills.
- Strong team player and a hunter.

We are an Equal Opportunity Employer.

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For any questions related to this or any other position, reach out to:

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