



Now Hiring: Inside Sales Associate

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 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.

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.
- 401(k) matching program.
- Health insurance options for you and your family.
- Friendly work environment.

Summary Description:

- We are looking for an individual to be responsible for maintaining and enhancing relationships with existing customers; and developing new relationships with new and potential customers.

Schedule: 7AM to 3PM

Reporting Structure: This position reports to the Vice President.

Duties:

- Maintain, strengthen, and build existing accounts.
- Attract and actively seek out new opportunities by demonstrating an overall expertise by responding to customers' and prospects' questions about products, prices, availability, and product uses, pricing, introducing new products and product lines, and promoting our business.
- Participate in company promotions, customer visits, and customer events.
- Be able to read a route manifest and navigate our GPS tracking system.
- Coordinate with other departments in matters, as they affect sales.
- Communicate with the customers to ensure that the orders customers are ordering and receiving the product that they want and need.
- Utilize customer service skills to ensure that customers are kept satisfied.
- Communicate useful information to the rest of the sales team regarding their accounts.
- Other duties as assigned.



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





Relevant Skills

- Strong time management and organizational skills.
- Exceptional verbal and written communication skills.
- Reactive and comprehensive skills to adapt to a changing environment.
- A high degree of initiative, judgment, discretion and decision making.
- Ability to work well as part of a team and independently.
- Basic PC skills, MS Office proficiency, and ability to navigate our technologies is a must.
- Ability to take on additional responsibilities as needed; and manage priorities with minimal guidance.

Requirements:

- Previous sales and/or foodservice industry experience.
- High School Diploma/GED.
- 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.
- Bilingual is a plus.

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

- Customer-Service orientated.
- 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.

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

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