



FOOD PROCESSING SALES REPRESENTATIVE

PROTEIN MARKET/FOOD PROCESSING

GEORGIA/KANSAS/MISSOURI/ARKANSAS – SALARY IS NEGOTIABLE ON EXPERIENCE

The Role

The Food Processing Sales Representative will meet and exceed sales targets and increase market share within the food processing market. The Food Processing Sales representative will work with distributors, independent sales management companies and companies who use personal protective product within their companies.

- Build and maintain effective long-term business relationships and a high level of satisfaction with key senior-level decision makers and influencers at a select group of accounts and consumers.
- Work with a defined set of customers to meet revenue targets by increasing revenue spend per customer.
- Identify and assist in the development of new products to meet the changing needs of the industry, customers, and product wearers.
- Create demand for company products and services by developing product awareness.
- Conduct strategy meetings with the distributor's ownership and management personnel to understand the accounts needs and opportunities.
- Monitor competitive activity in each account and ensures that appropriate response strategies are formulated and communicated to expand depth and breadth of product.
- Must be able to provide superior account management and establish account action plans that lead to successful completion of initiatives and company goals.
- Manage assigned distributors. This includes product updates, training, event participation, and new product launches.
- Develop pull-through business with consumers of personal protective equipment.
- Stay informed about market and customer trends to ensure company's products and pricing remain competitive.
- Work as a liaison between customer base and Company to maximize customer satisfaction and retention
- Effectively follow up on leads
- Represent Company at local and national trade association shows.
- Monitor and evaluate the activities, products, and pricing of the competition and communicates relevant information to Company.
- Assist in the disposal of excess or discontinued product

The Candidate

- Demonstrate effective written and oral communication skills.
- Able to present him/herself professionally and confidently to the customer base and end users.
- A seasoned professional in the food processing market sector and known as a trusted advisor.
- Ability to translate customer needs into actionable steps to increase sales.
- Persistent and results driven.
- A seasoned veteran in the food processing industry and working at the plant level to pull through to distribution.
- Bachelor's degree (B.A.) from a four-year college or university or industry experience totaling six years.
- Must understand and be functional in Microsoft Word, Excel, and PowerPoint.
- Able to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or government regulations.
- Must have the ability to utilize basics of algebra and geometry and determine basic figures and amounts such as Discounts, Margin, Commissions, Percentages, Proportions, Area, Circumference and Volume
- The position requires a valid driver's license and the ability to obtain and maintain automobile insurance. Employees within the United States must also be an US citizen
- Employee must be able to freely travel throughout the United States using various modes of transportation. Travel will be at least 30% of the work period.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

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