

## Produce Salesperson

### Company Description

We are a family-owned produce distributor and grower with a 45-year track record of delivering superior results to our grower-partners and excellent service to our customers. We are industry pioneers, well capitalized, with long-standing relationships along our industry value chain, and with a strong presence in high growth product categories. Quality, service, and integrity are the values that guide our actions and define us as an organization.

Because of our recent success in some of our key product categories, including mangos and melons, we made the strategic decision to embark on an aggressive growth path that we expect will double the size of our business over the next five years. To that end, we are making significant investments in technology and people.

We are currently looking for a team player who will play a critical role in our success. He/she will support our category managers in managing their category, while also developing his/her own book of business on our entire product line. For the right candidate, we offer an opportunity for rapid growth and an attractive compensation package. We pride ourselves in our collegial culture, our commitment to the professional development of our employees, and our excellent work/life balance.

### Job Description

- Works alongside other salespeople in servicing existing accounts, obtaining orders.
- Inputs, tracks and reviews sales orders and monitors inventory levels.
- Brings in new clients that meet company requirements and preferences.
- Monitors marketplace information on pricing, product quality, demand, supply, delivery schedules, etc.
- Promptly resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Interfaces with our transportation vendors to arrange for delivery of our product to customers
- Shares the daily duties, alongside the rest of the team, that support the sales process – answering phones, sending emails, modifying and emailing our price list, running and distributing weekly sales reports
- Works with senior management and administrative staff on additional projects as needed.
- Opportunity to develop a robust social media program for the company, as well as for promotion into a Grower Relations position.

### Desired Skills and Experience

- We are looking for an extraordinarily talented, highly motivated, self-starter with the potential to grow into a senior sales position within a short period of time. The right individual for this role is detailed-oriented, hard-working (willing to put in extra time, when needed, to complete all sales and sales-related tasks), and passionate about providing best in class customer service.
- Great phone and email skills required.
- Proficient in Microsoft Excel, Word, Powerpoint.
- Produce sales experience preferred.
- Spanish and/or Portuguese a plus.
- College education in marketing or international business a plus.
- REFERENCES REQUIRED