



WE ARE hiring

Position:
Export Sales Representative

Department:
Sales

Reports to:
General Manager

ABOUT THE JOB: This position is an Export sales position that will require selling branded, private label commodity protein items, and grocery lines that the company represents. Must be able to maintain and grow profitable sales with assigned customers and prospect/develop new business from independently owned and operated stores to small and large chain operators and wholesalers. Need to be a self-driven and motivated sales professional.

RESPONSIBILITIES:

- Maintain and grow sales (Protein and Grocery) on assigned customer accounts.
- Identify and develop new business opportunities.
- Be able to identify customer needs and introduce product ranges that meet customer needs.
- Understand challenges in the international market and seek solutions for daily challenges.
- Help create and support merchandising strategies that increase volume and profitability.
- Understand Export documentation and requirements per USDA and FSIS
- Work collaboratively at our local office with local team members along with management, accounting, logistics and sales support.
- Understand and stay aware of competitive forces from the customer perspective that includes barriers to trade, current suppliers, promotions, and incentive programs. Continuous communication of this information with your team.
- Assist and perform other tasks as required.

QUALIFICATIONS:

- 5+ years in an export/food related sales position required.
- Prior experience in international traveling is a plus.
- College degree preferred.
- International A/R collections experience.
- Experience with creating and executing marketing presentations.
- Strong communication attributes verbal and written in English.
- Track record of cultivating customer relationships.
- Collaborative team player.

SKILLS & KNOWLEDGE:

- Computer savvy and able to conduct daily work in Microsoft Office 365 and company ERP system.
- Must be able to efficiently navigate Microsoft Excel for price list, product offerings, etc.
- Understanding order processes, supply chain management, international logistics.
- Promotional and marketing creative skills.
- Customer prospecting and engagement for new business.
- Cold calls via telephone and email.
- Reporting and forecasting experience.
- Time management, Multitasker and Organization skills a key core.

BENEFITS:

- Bonus tied to sales goals.
- Healthcare, Dental, Vision.
- 401(k) retirement program.



READY TO APPLY?
Scan here!

Established in 2008, Foodlinx exports a full range of foodstuff across the Pacific to retailers, foodservice wholesalers, and distributors. Our supply chain includes dry and refrigerated goods that deliver seamlessly through our in-house logistics group. www.foodlinx.com. Foodlinx, Inc. is an equal opportunity employer and affords equal opportunity to all applicants for all positions without regard to race, color, religion, sex, national origin, age, disability, veteran status, or any other status protected by law.