

FOODSERVICE SALES TRAINEE

Hatfield Quality Meats

Eastern Pennsylvania
(Hatfield, Pennsylvania)

www.theporkexperts.com

Job Description: Foodservice Sales Trainee

General Characteristics/Summary of Duties:

Serves as support to Foodservice sales organization focusing on operator business activities. Will maintain good relationships with operator customers and will identify new business opportunities by making recommendations and suggestions to help meet the organizational direction and plan initiatives. At times will provide service to operator customers by delivering products when needed and necessary to ensure that service meets operator customer standards.

Financial Acumen:

Has no P&L responsibility.

May have sales plan objectives and goals.

Responsible for staying within budgetary confines and T&E expenditures.

Strategic Initiatives:

Serves as partner to sales force in the growth of existing business and the establishment of new business.

Will sometimes be the first point of contact for new customers to establish new business opportunities.

Serves as communication link between existing customer and sales organization for business opportunities as well as managing issues and problems.

Will sometimes partner with operator customers on ideas and promotional activities to grow and promote products.

Business Collaboration:

Collaborates with Foodservice sales as well as operator customers.

Reports to a District Sales Manager or Region Sales Manager.

Experience and Education:

Bachelor's degree in business management, culinary or hospitality & a desire to learn foodservice protein sales.