



Medosweet Farms is a family owned dairy and specialty food distributor serving Western Washington and the Portland proper area. Our goal is to continue growth by expanding our product line and customers base. We are looking for energetic team players to expand our foot print in the PNW. Come join our family of employees as we strive to move forward with our mission.

OUTSIDE SALES ASSOCIATE WASHINGTON & OREGON

Job summary:

The Account Executive's primary role is to be a direct street level resource with prospective and current customers of Medosweet Farms. In this position, the Account Executive will plan and execute an in-person and phone customer contact program to ensure that Medosweet cultivates new customer business and that the company retains and builds existing customer business. In this position the Account Executive will engage in the following activities:

Key responsibilities

1. Manage prospective Medosweet customer opportunities within the "designated market area".
2. The Sales Representative is responsible for managing current Medosweet customers within the "designated market area" covering the following activities:
3. Other key Sales Representative duties as designated by management.

Minimum requirements:

Previous customer sales experience in a fresh / frozen food distribution environment is essential. This sales position requires daily contact with restaurant owners, chefs, bakers, distributors, retail personnel and food manufacturers. Sales experience in working within the food service industry is required for this sales and support related position.

Salary and compensation package DOE.

A valid Washington/Oregon State Driver's License and proof of insurability are prerequisites for consideration in regard to this position.

This position may require the ability to lift and deliver up to 40 lbs.

Position reports to the Medosweet Farms, Inc. Sales & Marketing Manager.

Abilities required

- Effective Communication/Presentation skills
- Microsoft Office applications and inter-office ERP skills.