



**POSITION: SALES REPRESENTATIVE, Beef Processing Facility**

**SHIFT:** Primarily Considered First, but must be flexible

**DEPARTMENT:** Sales

**POSITION TYPE:** Full-time; Salary with potential performance-based incentives

**PAY RANGE:** \$55-65K/year

**OBJECTIVE:** Reporting to the Sales Manager, the Sales Representative helps with selling meat products or services for the Country Butcher beef processing facility and represents our brand. This candidate helps manage relationships with customers, serving as one of the key points of contact from the initial outreach to when our product is ultimately completed.

This position is supported by the Sales Manager to ensure revenue targets, goals and client expectations are met.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Must be a responsible, detail-oriented individual with a strong background in sales and development. Sales of meat products are a plus.
- Must be a skillful networker who can manage and expand relationships with our customers to achieve long-term success.
- Must be able to work independently and travel.
- Problem-solving, organized, multitasking, customer service and analytical skills required.
- Deliver professional sales representations to businesses/companies.
- Discuss types of products and negotiate pricing.
- Works closely with accounting to ensure customers' accounts receivable are within terms.
- Clarify and validate customers' evolving needs on an ongoing basis.
- Maintain accurate records including sales call reports, expense reimbursement forms/reports and billing invoices.
- Various other responsibilities as needed and determined by the Board and Management Team.

**PREFERRED QUALIFICATIONS:**

- Experience in food products sales. Meat experience is a plus.
- Understanding of health and safety guidelines.
- Ability to write reports and business correspondence as well as doing presentations to customers.
- Will require travel.
- Team player attitude with good communication skills.
- Must have a valid driver's license and a vehicle for traveling. An allowance will be provided.
- Proficient knowledge of Microsoft Office.
- Bi-lingual a plus.

**WORK ENVIRONMENT:**

The work environment is a combination of corporate and manufacturing. While performing the duties of this job, the employee is occasionally exposed to cold, hot, and/or humid conditions. The employee occasionally works near moving mechanical parts. The employee is occasionally exposed to fumes or airborne particles.

**EOE**

