



JOB TITLE:	SALES SPECIALIST	JOB CATEGORY:	SALES
Department/Group:	SALES	Job code/Req#:	SALES 637
Location:	CRANBROOK, BC	Travel required:	Y

OVERVIEW:

Direct Plus Food Group is a fast growing sales, merchandising and distribution company representing many fine brands to the Retail market. Our product offering is carefully selected and continually maintained. We believe in providing our customers with products of the highest quality made by a selection of trusted brands including Grimm’s Fine Foods, McSweeney’s Premium Jerky and Meat Snacks, Audrey’s Patisserie and Saporé Foods. To learn more please visit our website at <https://www.directplusfoodgroup.com/>.

PURPOSE:

Customer-focused sales professional with the aptitude for learning and demonstrating our current brands and new products. A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional sales results.

JOB DESCRIPTION

- Can respectfully develop and maintain professional and productive relationships with customers.
- Will successfully grow and maximize sales in areas of responsibility.
- Continually executes high standards of merchandising.
- Possess people skills
- Easily operates alone or within a sales team.
- Participates with success in all sales programs and incentives.
- Outgoing and assertive personality that will thrive in a competitive atmosphere.
- Ability to maintain schematics on corporate accounts.
- Creative and organization skills.
- Ensure ongoing and effective communication with stakeholders including Corporate Account Managers and customers.
- Not intimidated and can effectively cold call prospects, leads and perspective new customers.
- Communicate and provide support to other areas of the company.

REQUIREMENTS:

- Sales experience is not mandatory providing you have the right personality, attributes and are eager to learn the business.
- Some flexibility to travel overnight when required.
- Clean driving & criminal record.
- Well-developed written and verbal communication skills and a professional demeanor.
- Comfortable driving an extended Ford Transit van
- Must be able to lift up to and including 40lbs of product.