

District Sales Manager (San Francisco)

BiRite is a broadline foodservice distributor that services a wide variety of chain and multi-unit restaurant accounts, hotels, and schools throughout the Bay Area with dry and frozen groceries, fresh meats, chemicals, equipment, and supplies.

We are seeking for a District Sales Manager candidate with 5 years of outside sales management experience, preferably in foodservice for the San Francisco Bay Area and/or extensive experience in the Foodservice Industry.

The District Sales Manager position is responsible for managing, maintaining existing accounts and establishes new accounts in the San Francisco Bay Area.

Major Duties and Responsibilities:

- Manages and maintains relationships with existing and new customers.
- Thorough knowledge of territory, market, and clients.
- Manages sales representatives.
- Motivates sales representatives to reach target company goals (quarterly and annually).
- Keeps internal prospects lists active for each direct report.
- Adjusts content of sales proposals, presentations, and other relevant materials to suit specific customers and Sales Representative's needs.
- Assists sales representatives with margin management, penetration, and efficiencies.
- Oversees Accounts Receivables for all sales representatives and their accounts.

Minimum Required Qualifications:

- Bachelor's degree in related field preferred.
- 5+ years of sales and management experience preferably within the Foodservice industry.
- Excellent presentation and communication skills required.
- Excellent management and leadership skills.
- Demonstrated ability to thrive in a team-oriented environment.
- Experience in managing a team effectively (up to 12 team members).
- High degree of confidence and closing skills with prospects.
- Highly organized and strong attention to detail is a must.
- Excellent problem-solving skills and numeracy skills.
- Ability to think quickly and adapt to customer related concerns.
- Ability to multitask and complete work while traveling,
- Driven, dynamic, flexible, and excellent time management skills.

Physical Requirements:

- Ability to travel locally
- Must be able to lift up to 15 pounds at times.

Job Type: Full-time

Salary: Market Rate/ DOE

Benefits:

- 401(k)
- Medical, Dental, Vision insurance
- Disability insurance
- Life insurance
- Paid time off
- Travel reimbursement

Schedule:

- Monday to Friday
- Weekend availability

BiRite is an Equal Opportunity Employer