

## **District Sales Representative: SF, Peninsula, North Bay, South Bay**

BiRite Foodservice Distributors is the largest independent broadline foodservice distributor in Northern California. Based in Brisbane, California, BiRite's product offerings include dry groceries, meat, seafood, poultry, dairy, frozen foods, disposables, warewashings, cleaning chemicals, and equipment and smallwares.

BiRite serves restaurants, hotel, healthcare facilities, schools, and caterers in the bay area and Northern California and Nevada, and has continually led the industry in a very competitive and demanding foodservice environment.

The District Sales Representative (DSR) role is responsible for generating their own set of customers and are responsible for growing territory sales through account penetration, and opening new accounts in their Sales Territory. Constant communication with Sales Manager is required.

### **Major Duties and Responsibilities:**

- Open and develop new accounts (90% of the time spent in the field)
- Visit customers on a daily basis
- Process and do maintenance (add-ons, deletions, and substitutions) on customer orders
- Respond to inquiries from customers regarding past, current and pending orders
- Process sample requests
- Process sales visas
- Communicate with customers as necessary about customer delivery times
- Research, print and fax copies of past invoices as needed
- Prospect for new customers and keep DSM informed on progress
- Answer customer inquiries relating to product information, pricing, delivery times, inventory on hand and general company information
- Other tasks as assigned

### **Minimum Required Qualifications:**

- Minimum 2 years of broadline foodservice distribution OUTSIDE sales experience is preferred
- Must have Valid Driver's License, Car Insurance, and reliable vehicle
- Strong knowledge of the South Bay area is required
- South Bay residents are strongly preferred
- Stable Employment History a MUST
- Strong verbal communication required with customers as well as the inside sales team and sales management
- Strong written communication skills required to promptly respond to customer inquiries
- Acute organizational skills to meet constant deadlines and cut-offs
- Attention to detail and able to handle multiple tasks simultaneously
- Accurately complete tasks on time despite constant interruptions
- Great customer service skills

### **Physical Demands:**

These physical demands are representative of the physical requirements necessary for an employee to successfully perform the essential functions of the DSR's job. While performing the responsibilities of the DSR's job, the employee is required to talk and hear. The employee is often required to sit and use

their hands and fingers, drive, to handle and feel. The employee is occasionally required to stand, walk, reach with arms and hands, climb or balance, and to stoop, kneel, crouch and lift up to 35 lbs. Vision abilities required by this job include close vision. Must be able to submit paperwork by the deadline. Must be able to type and have MS Office knowledge.

**Salary:** \$90,000-\$120,000 (DOE)

**Benefits:** Great health benefits, matching 401(k), profit sharing and paid holidays, vacation and sick time.

**Position:** Full Time, Regular, Exempt

For additional company information visit: [www.birite.com](http://www.birite.com)

**BiRite is an Equal Opportunity Employer**