

DISTRICT SALES REPRESENTATIVE - SOUTH BAY

Job Description

BiRite Foodservice Distributors is a third generation, family-owned company that offers you a Complete Foodservice Solution. We offer unsurpassed service to all areas of foodservice throughout the greater Bay Area and Sacramento. Since 1966 we have focused on being the best foodservice partner in the Bay Area. We remain committed to serving *our* community with quality products, timely deliveries, and competitive pricing.

The District Sales Representative plays a critical role in promoting and selling the Company's products, services, and in building relationships with new and existing customers. The District Sales Representative will grow territory sales through new accounts and through strengthening relationships with current customers and uphold BiRite's standards in conducting business. The District Sales Representative will report to the District Sales Manager.

Major Duties and Responsibilities:

- Achieve sales goals and objectives established by the Company.
- Open new accounts and conduct cold calls.
- Manage, grow, and maintain existing accounts.
- Conduct regular in person visits to build and maintain relationships, product demos and promotions.
- Timely response to both internal & external customers on inquiries, orders or pending items.
- Receive, process, and transmit customer orders.
- Promptly respond to inquiries from customers that can include past, current, and pending orders.
- Demonstrated initiative, urgency, commitment, and ability to manage multiple competing priorities simultaneously.
- Other duties may be assigned.

Qualifications & Requirements:

- 3 years of outside broadline foodservice sales experience, preferred.
- Culinary and hospitality background is a plus.
- Must have a valid CA driver's license, car insurance and reliable vehicle.
- Geographical knowledge of the area assigned is required.
- Strong communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Excellent time management and organizational skills.
- Multilingualism is a plus.

Physical Requirements:

- **Driving:** The District Sales Representative is required to travel to meet clients, they may spend a significant amount of time driving in the Bay Area's busy and congested roads, which can be physically demanding.
- **Standing:** The District Sales Representative may spend long hours standing or walking around.
- **Carrying and Lifting:** The District Sales Representative may need to move or lift up to 50lbs, carry samples, or other materials to meetings with customers or events.

- **Repetitive Motions:** The District Sales Representative may spend a significant amount of time typing emails, sending text messages, or making phone calls, which can be physically demanding on their hands, wrists, and arms.

Working Conditions:

- This is a customer facing role - ensure great customer service from warehouse to front door.
- Must be able to safely drive in adverse weather conditions.
- Ability to travel within and outside of designated territory.

Salary Range: \$80,000 - \$110,000 DOE

Position: Full time, Regular, Exempt

Schedule: Monday to Friday, must have Sunday availability and may be required to work some holidays.

**** BiRite is an Equal Opportunity Employer ****