



Sales Representative

Company/ Job Summary:

Catanese Classics is Ohio's premier choice for Seafood, Meat, Cheese, Spices, and other specialty goods. As we expand our brand and our relationships with our customers, we are looking to add Sales Representatives to our growing team at Catanese Classics. Strong food knowledge and experience with all levels of restaurants is a minimum requirement for this position. Sales experience is not required, training and on-going support is provided. This position is designed to maintain a group of existing customers as well as develop an array of new business in designated markets while maximizing profitable sales. Customer relationship is key and includes research of customer business needs and developing a mix of products and services to meet those needs; evaluating the market trends and recommending products to customers based on overall business goals. This position offers the opportunity to work in a fast-paced, growth-focused culture, room for advancement within the organization and a competitive compensation and benefits package. If you are searching for a place where you can use your talents and build your career, Catanese Classics offers a great opportunity!

Job Duties and Responsibilities:

- Represent our company with a comprehensive understanding of our product offerings.
- Efficient communication with our current and future customers.
- Handle assigned house accounts and build a new portfolio of business in designated markets.
- Generate leads, build, and nurture client relationships.
- Daily/ weekly visits of customers in market.
- Research consumer needs and develop a mix of products and services to meet those needs.
- Provide product information and training for customers if needed.
- Negotiate with customers to establish pricing and service guidelines in agreeance with sales manager and operations.
- Develop specific plans with sales manager to ensure revenue growth on company product lines.
- Detailed sales log sent to sales manager.
- Make deliveries when needed.
- Participate in company activities including sales trainings, meetings, etc. (If working in the Columbus or Cincinnati market, monthly travel to Cleveland is required).

Skills and Requirements:

- Strong computer, organization, and customer service skills are required
- Impeccable worth ethic, with the desire to grow and succeed
- Candidates must have solid communication and presentation skills
- Must be detailed oriented, self-motivated, and enthusiastic

- Working knowledge of Microsoft Office (Excel, Word, and Outlook)
- Must be able to multi-task and work under pressure
- Some travel required, may need to make deliveries when required
- Ability to lift up to 50 lbs.

Benefits:

- Health insurance
- 401K program