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Eden Foods Sales Department Job Description

Regional Sales Manager

version 6.18.25



Overview

Eden Foods is a 57-year natural food company of artisan, pure, superlative natural food. Consistent, authentic organic standards for purity and quality have been used and evolved. Commonsense moral and ethical business practices set Eden Foods apart in the food industry. Providing people with food they deserve is the primary mission. Success is Merchandising.

Regional Sales Managers (RSMs) work with headquarters (HQ) staff, the industry, and the company's food brokers to establish and manage business relationships. Education and service of Eden accounts and associates is a focus of the RSMs, HQ Sales staff, and brokers staff.

According to business schools in the western world there are Five Steps in the Sales Process – Open Qualify Present Close Service.

Duties and Responsibilities

1. Develop goals, plans, and strategies to establish and nourish business relationships, improve product knowledge, capture data, and achieve merchandising for EDEN items.
2. Become and remain up-to-date and knowledgeable about the industry, key personnel and its developments.
3. Participate in providing HQ with reliable sales projections.
4. Manage budgets in concert with HQ Sales staff.
5. Become and remain proficient in the use and understanding of Eden Foods' business systems.
6. Work proactively with distributors, retailers, co-ops, eCommerce businesses, Eden food brokers, and Eden HQ.
7. Manage, train, and direct Eden food brokers. Work to educate them about Eden and its needs so they may help to achieve desired results and be accountable for earning the commissions that Eden Foods pays them.
8. Business happens in writing and requires relationships.
9. Straightforward and forthright communication in dealings with people, inside and outside of the company.
10. Distribute company messages to accurately convey Eden Foods' quality, service, and opportunities for win-win-win business dealings.
11. Work with Eden Company Departments, drawing upon their strengths.
12. Manage business consistent with Eden Foods' Terms of Sale. Matters non-compliant with our Terms of Sale must be written up as an Incentive Agreement (IA).
13. Become a competent and reliable user of Eden Foods business systems

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including Salesforce (CRM) and AcctVantage (ERP).

14. Help oversee Eden Foods' rights related to its trademarks and intellectual property such as copyrights.



Required Skills

- A. Education and experience suitable for carrying out professional Sales Management tasks in the food industry.
- B. Ability to build healthy relationships with other professionals.
- C. Organizational skill with attention to accurate detail.
- D. Ability to reliably communicate in a straightforward and forthright manner within the company and with others.
- E. Reliable follow-up and follow through.
- F. Sound written, verbal, and computer skills.
- G. Forward thinking with entrepreneurial willingness, initiative, and enthusiasm.
- H. Be able to travel independently.
- I. Professional maintenance of high moral and ethical standards.

This job description is not intended to be all-inclusive or a complete explanation of all duties. Employees are required to perform duties as assigned by their immediate supervisor or Eden Management. Eden reserves the right to modify job duties and responsibilities as needed. This job description does not constitute a written or implied contract of employment.