

*Rejuvenate*

## **Eden Foods Sales Department Job Description**

Title **Regional Sales Manager**

version 1.23.24

### **Overview**

Eden Foods is a revolutionary, persistent, 55-year natural food company of an artisan collection of pure, superlative natural foods. Consistent, meticulous standards of purity and quality coupled with commonsensical morals and ethical practices set Eden Foods apart. Getting food to people of the quality they deserve is the primary mission. Success is Merchandising.

A Regional Sales Manager (RSM), in conjunction with our brokers and HQ staff, is responsible for implementing and nourishing relationships, and managing Eden Foods' business activities with customers. Education and service of the accounts is worked in concert with HQ Sales staff, brokers staff, and Eden Foods' Marketing Dept.

Distributor and retail prospects and accounts are the focus. Build out the availability of a 55-year natural food brand, EDEN.

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

### **Duties and Responsibilities**

1. Develop, establish goals, plan, and carry out strategies to nourish business relationships, improve product knowledge, capture data, and effectively achieve merchandising for EDEN items.
2. Remain up-to-date knowledgeable about the industry and its developments/changes that will or may impact Eden Foods.
3. Provide data to the Company for sales projections.
4. Monitor and manage budgets in concert with HQ Sales staff.
5. Become and remain proficient in use of Eden Foods business systems.
6. Cultivate, manage, and improve business relationships with retailers, distributors, eCommerce accounts, and Eden food brokers through outreach to and involvement with them.
7. Ensure that Eden brokers are adequately educated to achieve and contribute to success and be held accountable for earning the commissions that the Company pays them.
8. Proactive, effective communication with HQ, brokers, customers, and merchandisers. Relationships are required with them all.
9. A proactive, straightforward and forthright manner in dealings with people inside and outside of the company regarding business.
10. Distribute, share company messaging to accurately convey Eden Foods quality, service, and opportunities for win-win business dealings.

