

Rejuvenate

Sales Department – Job Description

8 Nov. '23

Position **Sales Department Manager** for a small, medium size company
Reports to **Company President**

Requirements

1. Experience and education sufficient to manage staff, food brokers, and customer relationships and interface them with the company's goals.
2. Leadership and motivational skills and proficiency
3. Appreciation of required discipline to business systems and processes
4. Innate common sense and experience in business discussions
5. Well-developed communications skills, written and verbal.
6. A whole team focus in carrying out duties and responsibilities.
7. Organized and logical professional approach to dealing with the multitude of facets associated with business management.
8. Willingness to learn and adapt to Company ethics and processes.
9. Being personable and approachable by staff, company team members, and business contacts.

Duties and Responsibilities

- A) Oversee, improve, and carry out territorial strategies and tactics of the sales effort for Eden brand to a multi-channel, diverse customer base.
- B) Work with staff, food brokers, customers, and prospects to acquire merchandising for Eden foods.
- C) Advocacy for customers and improved customer service.
- D) Set goals and monitor performance metrics in numerous sales dynamics
- E) Work at retention of existing accounts, identification of prospects, development of sales channels, and creating new sales channels.
- F) Coordinate and support strategy across Eden operations –purchasing, marketing, and production.
- G) Facilitate inventory management.
- H) Monitor budgets and projections.
- I) Persistent advocacy for continued improvement of staff performance, business systems, and efficient methodical processes.
- J) Interface Marketing Dept. capabilities with accounts that support the Eden brand.
- K) Recommend sales plans for items and categories.

Job description is not intended to be all-inclusive or a complete explanation.

Employees must perform other duties as assigned by their supervisor and Management as needed. Eden Foods reserves the right to modify job duties and responsibilities. Job description is not a written or implied contract of employment.

