

# Rejuvenation



**Description** Territory Sales Manager

**Department** Sales

**Reports To** National Sales Manager

Territory business manager's job is to cultivate relationships, acquire distribution and merchandising, working as part of a Sales and Marketing and whole company effort. The EDEN brand has a strong reputation and has been in the market for 50 years.

## Major Focus

- A) Develop, articulate, and carryout a strategic plan supporting healthy business relationships, product knowledge, and merchandising
- B) Manage business consistent with Eden Terms of Sale and an Incentive Agreement system
- C) Learn Eden Foods' business systems and key personnel in order to best utilize them
- D) Learn the distribution system and creatively enhance availability of Eden foods
- E) Help manage brokers and distributor sales and marketing staff
- F) Coordinate sales efforts with distributor and retailers
- G) Communicate appropriately and timely with Eden management

## Duties and Responsibilities

- A) Be aware of and sync work with Company sales and marketing efforts
- B) Maintain and develop relationships with customers and prospects
- C) Consistently update and maintain accurate Company databases and pertinent business information
- D) Disciplined use of *Saleforce* CRM software on home, mobile, and head office systems
- E) Identify and qualify prospects. Create new business, enhanced merchandising, and increased distribution
- F) Oversee proper use of EDEN brand intellectual property rights
- G) Deliver Company messages consistent with Eden's strategy, needs, and Company Terms of Sale
- H) Provide on-going budgets and projections to the Company
- I) Prepare a Quarterly territory report

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## **Job Requirements**



- A) Food industry experience
- B) Education sufficient to perform assigned duties professionally
- C) Proper written, verbal, and computer skills
- D) Organizational skills
- E) Problem solver and creative solution seeker, team player
- F) Reliability, and reliably follow up and follow through
- G) Must be physically able to travel independently
- H) Professional work using consistently 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 other 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.

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