



## **Northwest Foodservice Sales Rep**

### **Background**

Founded in 1909 by Judson and Elizabeth Wilcox, Wilcox Family Farms has provided quality egg products to the Pacific Northwest region for four generations. Today, Andy, Brent and Chris Wilcox proudly continue the tradition of supplying local accounts with value added liquid, shell and hardboiled egg products.

### **Position Summary/Objective**

The Foodservice Sales Representative is responsible for primarily helping to develop new business and help manage our existing foodservice customer base, support customer service, help with samples to customers and other duties as assigned. Wilcox Farms has an aggressive goal of growing sales in 2021 and beyond.

### **Essential Functions**

- Develop new business for Wilcox Farms, desire to cold call accounts including restaurants, hospitals, college and universities, K-12 schools, hotels, other
- Manage existing foodservice customer base
- Interact with foodservice personnel to help maintain good relationships, meet and follow up with chefs and food and beverage contacts as necessary
- Make calls to customers, follow up as necessary
- Help resolve and troubleshoot potential customer issues or concerns
- Great attitude

### **Core Responsibilities**

- Cold call and visit specific channels of foodservice accounts
- Develop strong relationships with our existing customer base
- Communicate effectively with customers
- Ensure customer satisfaction while working closely with the Regional Sales Manager and Customer Service Team
- Maintain and uphold the mission, principles and values of Wilcox Farms
- Facilitate necessary communication between Customer Service Department and customer, Regional Sales Manager when needed.

- Assist with promotion of Wilcox Farms at appropriate events, conferences and trade shows
- Maintain record of activities using weekly activity template or other appropriate data base software including Salesforce
- Maintain a high level of integrity as a representative of Wilcox Farms
- Collaborate with the Wilcox Farms team for planning, implementing and evaluating marketing/sales strategies
- Other duties as assigned

### **Competencies**

- Ability to work independently
- Self-Motivated
- Highly organized
- Ability to cold call
- Great attitude
- Passion for industry
- Strong work ethic

### **Required Skills & Experience**

- 1-2 years of sales experience in the Seattle market
- Some sales experience with foodservice preferred
- Strong desire to cold call accounts
- Good customer service skills, good communication
- Good computer skills and ability to pick up on new systems and software
- Self-directed with good organization skills and attention to detail
- Ability to work well independently and as a team member

### **Compensation:**

Salary DOE, this is a full-time salaried position. Vehicle, laptop, travel reimbursement will be provided. Will be eligible for medical, dental benefits after three months employment.

### **This position will be based in Pierce or King County, Washington**

Reports to: Regional Sales Manager

### **To Apply:**

E-mail a PDF containing a cover letter, resume and list of references to, [jobs@wilcoxfarms.net](mailto:jobs@wilcoxfarms.net)  
Please reference "NW Foodservice Sales Rep Position" in the subject line, no phone calls please.

Our Company provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, you must comply with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

Wilcox Farms offers competitive pay and benefits, including medical and dental insurance for employees and their dependents, as well as 401(k), short and long-term disability, and basic life insurance.