



David Roberts Food Corporation

We are currently searching for a versatile and dynamic person to join our Food Service Sales team located at our Oakville office. This position is considered to be a junior level role that suits a high-energy, enthusiastic, proactive team player in the sales field.

What we have to offer:

- Full-time permanent position
- Base salary with a bonus at the end of the calendar year
- Training provided
- Competitive salary
- Health benefits
- Paid birthday off
- Paid sick days
- Summer BBQ lunch events
- Professional modern work environment
- On-site parking
- Located minutes away from the QEW and 403

Various tasks will include:

- Developing current / future relationships with major & minor food service distributors and end users, regionally & nationally
- Manage all aspects of the customer relationship including trade, growth targets, product samples, trade shows, listing support, etc.
- Engage daily with potential new account leads and provide impeccable customer support to each individual
- Achieve sales, revenue goals and initiatives that drive results within established account base
- Working closely with all functional teams within the company
- Prepare sales reports and forecasts, as required
- 80% on the road/20% in-office
- Perform other related duties as assigned

Qualifications:

- Post-secondary education in marketing, business, management or related subjects
- 1-2 years in a sales role with demonstrated success
- Additional experience in business development, management, customer service is preferred
- Food service background is a strong asset
- Excellent communication skills especially simplifying information to be easily understandable to customers, answering questions thoroughly and maintain a reassuring positive demeanor
- Eagerness to develop a leadership mentality and learn alongside other team members
- Highly motivated self-starter driven by excelling in customer wants and needs
- Ability to build strong relationships both internal and external stakeholders
- Result oriented with a proactive approach to meet targets
- Creative and strategic thinker who look for innovative ways to drive results
- Proven ability to work effectively in a team environment
- Strong communications skills: verbal, written, listening
- Strong attention to detail and problem solving
- Must possess a valid driver's license
- Access to a reliable well working vehicle
- Physical dexterity/mobility to travel via car

*******NO ALLERGIES***** to peanuts/tree-nuts/sulphites/mustard/soy**

We offer a great working environment. If you are a responsible, self-motivated team player please send in your resume immediately for this great opportunity – we are hiring now!

DRFC is committed to providing accommodations throughout the recruitment and selection process. If you require accommodation, please notify us in advance and we will work with you to meet your needs. We encourage applications from all qualified individuals and would like to thank all that apply. However, only those under consideration will be contacted for an interview.