



David Roberts Food Corporation

Area Sales Representative

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

What we have to offer:

- Full-time permanent position
- Base salary with an annual bonus paid out in March
- Car allowance
- Cell phone expense
- Expense account
- 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% in the road/20% in-office
- Perform other related duties as assigned

Qualifications:

- Post-secondary education in marketing, business, management or related field
- **4 years experience with demonstrated success in an outside sales role or field sales role or territory sales role in the Food Service Industry**
- Excellent communication skills especially simplifying information to be easily understandable to customers, answering questions thoroughly and maintain a reassuring positive demeanor
- Creative and strategic thinker who look for innovative ways to drive results
- 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**

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.

Annual salary starting at \$70,000