



## **Employment Opportunities**

Thank you for your interest in ProPacific Fresh. If you would like to apply for one of the positions listed below, please email your resume, cover letter and application to [employment@propacificfresh.com](mailto:employment@propacificfresh.com), or fax it to (530) 893-8033.

Position: Direct Sales Representative – Sacramento Area  
Direct Report: Vice President of Food Service Sales

General Description: Direct Sales Representatives are directly accountable for maintaining an unparalleled level of comprehensive customer service and driving profitable sales growth within an assigned territory.

Specific Accountabilities:

- Consistently meet or exceed established sales goals
- Manage all direct sales functions relative to an assigned customer base including customer service, solicitation, and the maximization of customer share
- Identify, qualify, and solicit customer opportunities
- Maintain a comprehensive knowledge of all product categories
- Proactively identify and promote new products
- Actively drive value into customer relationships through consultative selling
- Process daily call plans, inbound calls, and routing functions in an accurate and timely manner
- Consistently adhere to all established company protocols and procedures
- Special Assignments and other duties as assigned

Qualifications and Requirements:

- Maintain a high level of competency with Microsoft Outlook, Word, and Excel
- Able to manage time efficiently and perform to deadlines, often adjusting in accordance to evolving priorities
- Accomplish an appropriate volume of work under normal conditions
- Able to quickly define problems, establish facts and draw valid conclusions
- Function effectively within a collaborative team environment

*Our ideal Direct Sales Representative .....*

- Is a fierce competitor.
- Cultivates long term customer relationships
- Has superior interpersonal skills

- Has excellent organization, prioritization, time management and communication skills
- Maintains high levels of communication with all other departments.
- Is a problem solver and offers solutions.
- Contributes positively to company morale and is a consummate team player.
- Willingly exerts extra effort when necessary to get the job done.
- Is driven by excellence and is self motivated

Education and Experience:

Any combination of education and experience that provides the skills needed to successfully complete the essential job functions. Food related sales experience is highly desired.