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## **Saluté Sante Job Description**

**Sales – B2B, Distributors, Food Service, Restaurants**

**Strong Napa based, 25 year old food company looking for a dynamic individual to join our Sales team.**

Established in 1994, Food & Vine, Inc. has created the industry for grapeseed oil in the USA. We have been growing on average 25% each year for the last 7 years and are a profitable small family business that is poised to take off. Our grapeseed oil and grapeseed flour are “ON TREND” to take a big chunk out of the billion dollar olive oil business in this country and be the next Super Food.

We are looking for a talented, experienced, motivated and dynamic salesperson to grow with us from our Napa, California based office to foster new client relationships and drive our business growth.

**The successful applicant must be based in the San Francisco Bay area.**

### **Responsibilities:**

#### **Sales:**

- New business sales and development – trade show follow-up
- Manage sales of existing customer base to generate repeat orders

#### **Administration:**

- Lead follow up thru email proposals and warm calling to win new clients
- Work in CRM such as Act, Goldmine, Sales Force etc. to update new leads, maintain existing relationships and always have growth in mind.
- Maintain effective communications via email, text, skype, telephone and in person.

#### **Marketing:**

- Participation in Industry Trade shows and Distributor shows to cultivate new leads.
- Identify events, speaking engagements, partnerships or any other opportunities to ensure our team is in front of potential prospects.
- Work closely with owners to determine, develop and implement sales strategy to the food service, bulk to manufacturers, upscale gourmet and health food retailers and direct to consumer markets.
- Develop and maintain relationships with key influencers, trend spotters and brand ambassadors.

#### **Expectations:**

#### **Sales Skills:**

- A positive attitude, integrity, a team mentality and a commitment to the company’s growth are essential.
- Proven performance of exceeding sales and activity targets around calls, setting client meetings and sales quotas.

- Target oriented – ability to meet monthly and annual sales targets with a proven track record.
- Excellent phone presence, with the ability to create rapport quickly.
- Ability to work autonomously.
- Resourceful, persistent and energetic.
- Possess ability to close large deals with major clients
- Be prepared to travel locally 20%-30% of full time work hours

**Education/Other:**

- An Undergraduate degree in Sales & Marketing or a Business degree or equivalent.
- Excellent networking, communication and presentation skills to uncover new opportunities and deepen client relationships.
- Excellent time management skills to successfully manage workload across all clients categories
- Possess 5+ years of sales experience in the food service and/or gourmet & health food industries.
- Must possess valid driver license/ clean driving record

If you are ready to join our team and fit the above criteria, please submit your resume and a cover letter detailing why you feel totally confident you are the right candidate for this position.

Compensation and benefits based on experience: bonus /commission and base pay.

Thank you!

Job Type: Full-time

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## **Application Questions**

- How many years of sales experience do you have?
- What is the highest level of education you have completed?
- Are you able to work in Napa, CA 94559?
- What percentage of the time are you willing to travel for work?