

POSITION TITLE: Protein Commodity Sales
REPORTS TO: Manager of Commodity Sales and Procurement

Under the supervision of the Manager of Commodity Sales and Procurement, this position will build relationships with commodity customers of TFI USA and provide expertise in protein products and the market to implement sales strategies. This individual will work closely with other members of the sales team, production, procurement and all relevant departments to ensure accurate management of customer accounts and sales.

DUTIES AND RESPONSIBILITIES:

- Develop and nurture professional relationships with key commodity customers within specific market
- Work directly with product specialists to provide product expertise and implement sales strategies
- Manage all commodity strategic initiatives
- Support the Company's sales and marketing efforts in acquiring new customers
- Maintain and further develop business relationships with leadership teams of distributors/operators to achieve business objectives
- Work with product specialists and trade teams to deliver and manage against sales plans by managing marketing programs, expense management, deduction resolution, category management, and reviews with customers
- Achieve your assigned sales quota and meet assigned expectations for profitability
- Provide sales support at trade shows and sales meetings, including but not limited to product training, product serving, and presenting key features and benefits
- Achieve new account acquisition targets
- Deliver against target volume, goals, and executive price strategies within the marketplace; manage spend associated with the volume; and manage the mix of product sold
- Assist other sales and services resources when called upon by management
- Any additional tasks within scope and ability as requested by management

JOB REQUIREMENTS:

- College degree or equivalent work experience in field of study
- 3 – 5 years in a food sales role preferably selling protein products
- Key knowledge of Australian red meat products
- Ability to clearly speak, read, and write in English
- Excellent computer skills and relationship building skills
- Proficient user of Microsoft Word, Excel, & Outlook
- Experience with documenting editing
- Excels as a team player but able to work autonomously on several tasks/assignments
- Ability to respond to a large influx of emails daily
- Ability to multitask and meet deadlines



- Ability to read and understand Standard Operating Procedures (SOPs)
- Understand and abide by all safety regulations as well as policies and procedure set forth by Thomas Foods International, USA

Updated 1/2020

Please send applications to - jobs@thomasfoodsusa.com