



SALES

(Santa Maria, California)

Pacific International Marketing (Pacific) is a growing leader in the fresh produce industry. Our companies are involved in the growing, packing, shipping and processing of more than one hundred different commodities; which together offer a complete line of conventional and organic produce, including value-added products. We are an innovative grower/shipper looking for an experienced Salesperson to join our Sales division located in Santa Maria, CA. The ideal candidate will support a high-producing sales organization in a fast paced environment.

Responsibilities may include but not limited to the following:

- Closely monitor markets and competition; maintain a leading-edge awareness of market trends in the produce industry
- Review and monitor conventional sales product availability; communicate forecasts; monitor rotations
- Contribute to day to day sales operation, and product allocation, while modeling optimum communication with all other departments (field, plant and coolers)
- Participate in conventional sales projecting and availability forecasting
- Establish and maintain positive relationships with current and future customers that reflect a reputation for professional communications, service, integrity and reliability
- Initiate, develop and execute sales for designated accounts across total product offerings
- Increase sales through effective business development and establish/maintain strong relationships with new and existing customers, promoting customer loyalty, satisfaction, and profitable growth
- Seek out new accounts and revenue generating opportunities

Experience:

- A minimum of 5+ years in industry
- Knowledge and experience with PACA rules and how to manage business accordingly
- Understand overall company sales priorities and work in a collaborative way to support the highest overall company profitability
- Sales achievements and product knowledge; conventional perishable commodities, preferably leafy-greens, broccoli, cauliflower and celery
- Able to sell/develop new business as well as manage accounts
- General understanding of receivables and deductions
- Ability to navigate and learn new sales/inventory software programs

Additional Skills:

- Properly manage customer's expectations
- Effective and solid interpersonal and organizational skills
- Comfortable sharing new ideas and visions to expand company sales
- Ability to promote a positive image of the company's vision, mission and values

Pacific International Marketing, Inc.

P.O. Box 3737, Salinas, CA 93912 - hrdept@pim4u.com Fax: (831) 536-1748
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