



SALES REPRESENTATIVE/ACCOUNT MANAGER SEAFOOD INDUSTRY

IMMEDIATE OPENING – ROCKLAND, ME

Tropical Aquaculture Products seeks a proactive and dedicated sales representative, responsible for selling top quality and sustainable seafood to existing customers, while establishing new account. This tenacious sales professional will join a cohesive team environment, possess excellent verbal and written communication skills and be dedicated to meeting and exceeding sales goals.

Job Description:

Sell seafood to new and existing customers, actively manage current sales volumes and generate growth within existing customer base.

Plan, project, organize and execute sales plan as directed, monitoring daily inventory.

Build loyal relationships, establish credibility and trust with customers, producers, and office staff.

Understand each customer's needs/product issues and resolve with real, effective solutions.

Monitor customer receivables and participate in regular data collection activities as needed.

Expand business potential within the territory to meet and exceed established goals, using the skills of prospecting, cold calling and setting appointments.

Record daily all data of call/sales activities and enter sales orders data.

Participate in daily sales and planning meetings.

Daily maintain and submit accurate and timely reports.

Necessary Skills and Qualities:

Ambitious, detailed self-starter dedicated to a team environment while working independently and displaying maturity under pressure and daily deadlines.

Three-plus years successful inside/outside sales experience. Seafood industry, food service and/or protein experience is a strong plus.

Proven sales data documentation showing consistent sales activity; with network, prospect, cold-call and follow-up skills.

Effectively anticipate problems, initiate appropriate and sometimes dynamic solutions, essentially, 'thinking outside of the box.'

Accountable, professional aptitude and demeanor with strong written, verbal and presentational skills whether on the telephone, through email, or in-person.



Strong computer and basic math skills, and working knowledge of Microsoft office products, especially Outlook and Excel Comfort learning new software and skills.

Prior international or export experience preferred.

Respectful to customers, prospects, management and all people.

Displays integrity that foster trust and a positive work environment.

Customer-centric focus to achieve company, departmental, and personal goals.

Hours: Monday -- Friday 8am-5pm, rotational weekend/holiday work is expected.

Education/Experience:

Bachelor's degree or relevant work experience in business-to-business sales, customer service preferred.

Perishables/seafood experience a plus

Bi-lingual (English/Spanish) a plus

Competitive Compensation based on skill level and experience. Annual salary paid weekly, 401K, Medical/HSA, Dental