

# Area Sales Representative Foodservice (Orange NSW)

B E Foods Pty Ltd 

 Orange, Blue Mountains & Central West NSW

 Account & Relationship Management (Sales)

 Full time

We are an Australian wide distributor of food and groceries supplies. We are also a food processor of meat and poultry and other foods. B&E Foods is a family-owned business, from a small chicken shop in Canley Vale to one of the biggest foodservice distributors in Australia. With an extensive range of fresh meat, chicken, seafood, fruit and vegetables nationally.

We are looking for an experienced Area Sales Representative to add to our growing sales team.

## The Position

The Area Sales Representative role is responsible for delivering exceptional customer service as the first point of contact for order placing, product inquiries, delivery follow ups, customer complaints and upselling products.

The purpose of the role is to identify, pursue sales along the Orange NSW and maintain current clientele.

## Key Duties & Responsibilities

- Maintain weekly/monthly call cycle to ensure customer expectations are met
- Secure new business potential customers while maintaining and growing existing business
- Identify and manage low yield customers into a more profitable trading relationship
- Provide a professional response and action customer enquiries via phone and email
- Respond in a friendly, professional and customer focused manner, ensuring first call resolution.
- Assisting and educating customers on the use of our Online ordering platform
- Accurately processing all phone and email orders into Pronto
- Quoting, providing customers with sales/technical information, and communicating opportunities to field sales.
- Handle customer complaints and forward to appropriate departments for resolutions as required
- Communicate with accounting department regarding customer accounts

## **Skills and Experience**

- You've spent at least a year in sales, ideally in the food industry, and can quickly pick up on our product range.
- You're a natural negotiator with an eye for spotting cross-sell and upsell chances, and you understand the ins and outs of the sales process.
- Building and keeping strong connections with both new and existing customers comes naturally to you, and you're a true team player.
- You handle multiple tasks with ease, manage your time well, and keep your priorities clear.
- You're comfortable with MS Office and have solid computer skills overall.
- You're proud of your work, driven by results, and passionate about success.
- You have a full driver's license and a commitment to work independent / teamwork.

## **Benefits**

- The opportunity to join a growing company with many career progression opportunities.
- A friendly culture moving towards a more modern and open work environment.
- Extremely supportive and approachable management to assist with any questions and queries.
- Competitive remuneration & commissions
- Laptop and phone provided.
- Car allowance included.
- Fuel and tolls reimbursed.

*Please note: We do not accept unsolicited CV's from Recruitment agencies / third parties.*

Due to the continual growth within our organisation, B and E Foods are looking for an experience person to start immediately for the right person.

Due to volume of applicants, please note that only shortlisted candidates will be contacted.

**B&E Foods is an Equal Opportunity Employer, and we welcome applications from all backgrounds and communities.**