

Dutch Farms Salesperson – Inside Meat Department

Department: Sales - Inside Meat

Employment Status: FT – Salary wage would equal the experience of the applicant.
This employee reports to the Meat category Manager.

Primary Job Responsibilities: Performs functions of company inside meat sales within the following essential duties and responsibilities:

- To create and maintain business in the Chicago area by making contact with meat departments of designated stores. This is done with the focus of maintaining current product line sales and promoting the sale of new product lines.
- Has daily customer contact via phone or in person with the designated stores.
- Must understand the various grades, selections and variety of meat cuts.
- Understands and implements the monthly sales statements, flyers, promotion deals and surveys for their designated stores.
- Analyzes sales statistics by store to formulate policy and to assist dealers in promoting sales.
- Reviews fluctuating markets analyses to determine customer needs, volume potential, price schedules, discount rates, and develops sales campaigns to accommodate goals of the company.
- Assist with plan adjustments to manage warehouse inventory and shelf life opportunities.
- Will work with customer officials as needed to resolve any complaints. May collect on accounts as needed when making customer contacts.

Qualification/Profile:

- Customer service orientated – Excellent interpersonal skills that demonstrates the ability to communicate orally in a clear and positive manner with customers to resolve matters related to accounts.
- Excellent attention to detail
- Microsoft office experience including Outlook, Word and candidates with Excel experience and/or Navision experience are preferred.
- General office equipment training.

- Demonstrates ability to generate and maintain accurate and concise written records.
- After training will be able to read and interpret the aspects of customer accounts.
- Communicates (speaks, understands, reads and writes reports using acceptable format and sentence and paragraph structure) in English. Applicants with ability to speak Spanish would be a plus.
- Works well in a team environment including ability to work with a diverse group of people from all aspects of the Dutch Farms business.
- Works with a minimal amount of supervision and is a productive member of his/her department by adhering to all Dutch Farms, Inc. policies.

Specific Experience/Training:

- Experience in meat sales, either wholesale or retail is a must.
- Inside sales experience is preferred.
- Associate degree in Business or a related study; or equivalent from a two-year college or technical school; or six months or more related experience and/or training; or equivalent combination of education and experience.