Territory Sales Manager

Job Announcement

La Tapatia Tortilleria, Inc, a leading food manufacturer is seeking a highly motivated & self-driven Sales Representative to join our Retail Sales team. A successful representative will be motivated, goal oriented, and have experience in building sales relationships through sustained work-ethic and customer service.

Core duties include but are not limited to the following:

- Develop monthly, weekly, and daily written plans for execution to reach sales goals.
- Build sales relationships
- Selling and promoting, merchandising
- Implementing programs which affect retail sales
- Ability to work independently as well as in a team environment.
- Ability to read sales reports and use information to accomplish sales objectives within set timeframes.
- Ability to troubleshoot issues within your territory by being solution oriented.
- Manage high pressure sales opportunities as well as managing stress while on the job.

Qualifications:

The successful candidate will possess the following qualifications or any combination of knowledge, skills and experience demonstrating the ability to successfully perform the job:

- Minimum of 2 years managing route sales or sales experience in a DSD organization or food retail service
- Experience in management of sales
- Excellent organizational, planning, oral, and written communication skills.
- General understanding of the grocery and food service industry.
- Ability to quickly grasp new concepts and technology. Smart phone and handheld computer skills.
- Strong interpersonal skills – verbal and nonverbal communication, the ability to handle conflict, teamwork, empathy, listening, and a positive attitude.
- Basic math and data entry skills
- Excellent attention to detail
- Bilingual in Spanish is beneficial.
- Valid driver's license and an acceptable driving record are required

Position offers competitive salary and benefits
Salary starting at $45K

Apply online through the company website www.tortillas4u.com

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