

Leading California Grower and Food Processor Seeks Dynamic Entry-Level B2B Sales Representative

We are seeking a highly motivated and ambitious Entry-Level Sales Representative to join our dynamic domestic and export B2B sales team. As a leading California food processor, with a legacy of quality and excellence dating back to 1869, we are looking for a new talent to contribute to our continued growth. This is a unique opportunity to build a career with a historic, respected company in the food industry. The ideal candidate is a self-starter with outstanding interpersonal and communication skills. You will engage with business clients in the US and abroad, building and managing strong, long-term relationships. This role is not for the faint of heart; it involves significant travel, so a passport and a taste for adventure are a must. You'll spend time in the field, representing our brand at trade shows and meeting clients one-on-one, while also handling a heavy volume of emails and telephone correspondence.

Your top-tier written and oral communication skills will be essential for developing new business and expertly managing the needs of our diverse clientele. This is a dynamic and fast-paced environment where you will learn all aspects of our business, from product knowledge and market trends to international regulations. A professional demeanor and appearance are non-negotiable, as you will be the face of our company to clients around the world.

If you are eager to launch a career in sales, possess a winning mindset, and are ready for the challenge of heavy travel and relationship-building, we want to hear from you. We offer comprehensive training, a supportive team environment, and clear opportunities for growth. Join us and help write the next chapter of our story.

Summary of Key Responsibilities:

- **Domestic & Export Sales:** Manage and grow a portfolio of B2B clients, identifying and pursuing new business opportunities across domestic and international markets.
- **Client Relations:** Build and maintain strong, lasting relationships with customers through regular travel and professional communication.
- **Communication:** Handle a high volume of email and telephone correspondence with top-tier written and oral communication skills.

Market Strategy: Conduct market research to stay updated on industry trends and help develop effective sales strategies

Qualifications:

- Professional appearance and superior interpersonal skills are non-negotiable.
- Exceptional written and oral communication abilities.
- An eagerness to learn about our products and the global food supply chain.
- A positive, can-do attitude and the ability to work independently.
- Willingness and flexibility to travel extensively.
- Proficient in Excel

Competitive 401k, Health and Other Benefits.