

## **National Sales Manager – Food Service**

Originally established in 1916, Camerican International, Inc. is a leading US food importer to the retail, foodservice, chain restaurant, and manufacturing industries. Our customer base consists of the top tier companies in each of these channels and includes McDonalds, Campbell's Soup, Kroger, Sysco, and Kellogg's. Camerican imports products from over 40 countries around the world. Imported products include frozen and canned fruits and vegetables, frozen and canned tuna and other seafood, and select specialty items. Camerican is headquartered in Paramus, NJ, with global satellite offices.

Camerican is seeking a National Sales Manager for our Food Service Segment who will be responsible for managing the sale of Camerican's products to food distributors and chain restaurant accounts.

### **Responsibilities include but not limited to:**

- Develop and implement strategic sales plan to generate revenue and grow distribution of our products in the Food Service channel
- Drive new sales and manage existing accounts.
- Achieve sales and profit objectives successfully through individual sales efforts on directly assigned accounts.
- Maintain relationships with key customer personnel including Buyers, Category Managers, and Senior Executives
- Develop a thorough product knowledge of Camerican's stable of items
- Prepare comprehensive, personalized sales proposals, presentations, and specific programs designed to ensure sales, service, and support of accounts are achieved.
- Recommend changes in pricing, products, services, and distribution by evaluating results and competitive trends developments.
- Attend food shows, conferences and other industry related events to build relationships and identify new sales, market and product opportunities.
- Collaborate with internal partners in Sales, Marketing, Finance, and Supply Chain to outline, plan and execute food service distribution strategies
- Maintain effective communications with customers and coordinate communication associated with bringing on new business, launching new products, and in resolving customer complaints.
- Maintain the highest possible level of personal and business credibility in carrying out the overall objectives of the company.

### **Qualifications:**

- 10+ years of Foodservice sales experience
- Experience with regional and national food distribution accounts such as US Foods, Sysco, PFG, ARAMARK, Sodexo, etc.
- Experience with regional and national chain restaurant accounts
- Bachelor's Degree in Business, Marketing, Culinary or Food Service Management, or equivalent experience.
- Excellent communication skills - specifically listening, information gathering/questioning and presentation skills
- Demonstrated ability in using consultative selling, persuasive, and negotiation skills
- Critical thinking, problem solving and conflict resolution skills to handle customer issues courteously and expeditiously.
- Project management skills to include organizational, planning and time management skills
- PC Proficient in MS office
- Results orientated; high level of personal initiative; self-motivated; sense of urgency

Qualified candidates please forward resume and cover letter along with salary requirements to [careers@camerican.com](mailto:careers@camerican.com). EOE