



Position Opportunity – Outside Sales Representative

Seeking a personable and tenacious Outside Sales Representative and account manager for a position in our Central Florida territory. This is a field-based sales job calling on end users, large properties, and distributor customers. We are a manufacturer's rep group in the hospitality and food and beverage industry working with hotels, resorts, school districts, and independent / chain restaurants. Your ability to build relationships with customers and distributors, develop underperforming accounts, generate new opportunities, perform presentations, demonstrations, and a general love for food and beverage will make you successful in this career.

Responsibilities:

- Represent manufacturers by marketing/selling their products to distributors and customers.
- Seek, self-generate, target, and develop relationships with distributors, existing customers, and potential customers.
- Perform pre-sales equipment demonstrations to potential new customers, which may involve cooking events and small exhibitions.
- Perform post-sales equipment training for kitchen staff and management teams in order to show them how to navigate and use their product.
- Deliver sales presentations, product samples, and information in a professional manner.
- Discover and create opportunities with current customers by inquiring and probing.

Qualifications:

The ideal candidate is personable, tenacious, creative, organized, dependable, and bright. Along with the following experience, skills, abilities, and attributes:

- Self-starter, highly motivated, and able to work independently.
- Ability to create one's own schedule and be in the field every day.
- Experience in the foodservice industry a plus
- Sales experience is a plus. Food and Beverage, Banqueting, or Culinary School experience is also helpful.
- Ability to communicate intelligently, concisely, and persuasively, both written and verbal.
- Proficient with computers including use of Microsoft Office (Word and Excel) and strong understanding of the internet.
- Exceptional skills in relating to and developing long-term relationships.
- Organized, consistent, and reliable.
- Must be able to lift 50 lbs. as samples and catalogs.
- Must have a functioning and reliable vehicle to get around the territory.

Benefits and Compensation:

- Competitive compensation including a base salary, potential for commission structure, bonuses, car allowance, healthcare, and work expenses.
- Job Type: Full-time
- Range of compensation: dependent on qualifications and experience

About Florida Agents:

Who we are: A stable, growing, and energetic group of sales professionals working within the food service and hospitality industries. Our team covers the State of Florida as well as some export business to the Caribbean. Home office is in St. Petersburg, FL. currently and we are planning to move to new office with showroom and test kitchen in 2024 in the Tampa market. Currently we have 6 outside sales team members and 3 inside support staff to offer support and training to assist in your success.

What we do: Every day we go out into the field to build relationships and work directly with customers in the hospitality business. We talk to Chefs, Food & Beverage Directors, Caterers, Distributor salespeople, Commercial Kitchen Designers, School Nutritionists, Healthcare Dieticians, site Managers, and more. You'll find us at any place where commercial foodservice operations are happening. We represent around 20 manufacturers of commercial items used in the kitchen or dining areas; everything from large ovens, dish machines, blenders, cutlery etc. that can be utilized in a commercial foodservice operation. Our job is to help customers find what they need and specify our products into their properties. We do this by working with people, developing friendships and partnerships, and ultimately achieving product placement and sales. This is a person-to-person relationship business, growing exponentially through the connections we make and the useful information we can impart along the way. Our team is active, accessible, knowledgeable, helpful, and always learning.

West Central/ N. Florida coverage: This position is based in West Central Florida Market- majority of accounts within the Tampa, St. Petersburg/Clearwater, Sarasota, Lakeland and Tallahassee marketplace.

We love our work and we have a great time doing it! Come join our amazing team!

www.floridaagents.com

