

## Territory Sales Rep

### Job description:

Hedley & Bennett is searching for its next sales superstar. This role will cultivate relationships in the culinary and food industries to continue building a community in the kitchens and beyond. You will be able to talk intelligently about each of our products and share the inspiration that went into developing them. Retail or a Fashion background is preferred.

### **Key Duties and Responsibilities:**

You are a Hedley & Bennett brand ambassador in everything you do  
Build relationships and sell product via phone, in person and in the marketplace  
Meet or exceed daily productive goals  
Identify customer needs and present an appropriate solution  
Build a successful consultative relationship  
Manage time efficiently and effectively  
Communicate professionally via telephone, email, and verbally  
Overcome customer reluctance when applicable  
Navigate multiple computer screens and software  
Demonstrate proficiency in product knowledge  
Demonstrate proficiency with company sales processes  
Demonstrate proficiency with company sales tools  
Participate in on-going development plan  
Understand the inner workings of corporate departments and interdependencies  
Address basic customer service inquiries (oral & written)  
Maintain and develop relationships with existing customers  
Gather, research and analyze sales markets  
Generate new leads and build pipeline  
Provide prospects with quotations  
Liaison with Distributors to check the progress of existing quotes  
Provide monthly sales reports  
Meet and exceed sales objectives  
Represent organization at trade exhibitions, events and demonstrations as assigned  
Support marketing campaigns

### **Requirements:**

2+ years of sales experience  
Experience in catering and culinary background is preferred  
Strong interpersonal communication skills.  
Self-motivated  
Must have knowledge of a variety of computer software applications in word process, spreadsheets, database and presentation software (MSWord, Excel, PowerPoint).  
Attention to detail in composing, typing, and proofing materials, establishing priorities and meeting deadlines  
Strong organization skills, presentation skills and creativity  
Able to work in a fast-paced environment with demonstrated ability to juggle multiple competing tasks and demands  
Be proficient at communicating ideas and thoughts via phone  
Show the ability to write and communicate your ideas clearly and in a proficient manner  
Possess a positive attitude and be driven to achieve their best  
Able to think outside of the box and overcome obstacles on their own  
Ability to work extended hours during seasonal deadlines  
Must live in territory  
Travel required