

# Lobster Place

## WHOLESALE SEAFOOD

**Company Description:** The Lobster Place Wholesale Division is a seafood purveyor providing premium quality fresh, live, and frozen seafood products to high-end restaurants, hotels, caterers, and cruise ships, primarily in the New York City metropolitan region. We source seafood from around the globe focusing on the finest and freshest products in the industry. In our HACCP certified facility our staff of 40+ warehouse personnel prepares over 300 orders per day, including cut-to-order filets, for our 600+ customers. We make 2 daily deliveries using our fleet of 17 refrigerated delivery trucks.

The Lobster Place Wholesale Division distinguishes itself in a highly competitive market by providing superior service and excellent products. We are the only seafood company in New York with live customer service from 6am to midnight and we combine conscientious salesmanship with cutting edge technology to get our customers what they want, when they want it. We benefit from the perspective and buying power of our sister businesses – The Lobster Place Seafood Market, the largest retail seafood market on the east coast; and Cull and Pistol Oyster Bar, our 47 seat seafood restaurant in Chelsea Market. These attributes form the foundation for a food company that prides itself on quality, consistency, and professionalism in all it does.

**Job Title:** Sales Executive

**Job Description:** As a Sales Executive, your primary job function is to grow The Lobster Place's roster of satisfied wholesale customers. You will call on high-end food service businesses throughout New York City; Hudson County NJ; Nassau County NY; Westchester County NY; and Fairfield County CT to convert leads and prospects to Lobster Place clients. We will provide training on products, our business practices, and salesmanship. You will provide tenacity, organization, and a single-minded focus on getting new business.

In your day to day activities you will work closely with our Account Management, Customer Service, Operations, and Purchasing teams to help you establish new relationships and manage existing ones. You will report to the Sales Manager, Joe Cooper, who will supervise your efforts and provide assistance and guidance where needed. You will be responsible for logging your daily activities in Salesforce, our Customer Relationship Management software, and for providing periodic written and verbal reports of your activities to Joe. You will largely work from home and "on the road." We'll expect you to make weekly visits to the office, however you will be expected to manage your own schedule to the greatest effect. We measure success by results and you'll be expected to open 50 new accounts in the first 12 months after your training is complete.

The ideal candidate for this position will have the following qualifications and/or experience:

- Fire in the belly, tenacity, and an orientation towards asking for what you want.
- Experience working as a Chef, Sous Chef, or Purchaser in a high-end dining or food service establishment AND/OR experience working in sales targeting the high-end dining industry.
- Excellent written and verbal communication skills.
- Excellent presentation skills and a strong ability to listen and persuade.
- Strong ability to collaborate across different teams.
- Strong organizational skills and comfort working in an unsupervised environment.
- Strong computer skills including familiarity with Microsoft Office applications.

**Compensation/Benefits:**

- Fixed Base Salary + Commission
- Medical Insurance
- 401K Plan with Company Match
- Paid Sick and Vacation Time

Contact: Please email a copy of your resume to [careers@lobsterplace.com](mailto:careers@lobsterplace.com) with a note about why you think you'd be a good seafood salesperson.

**Equal Employment Opportunity Employer:**

*The Lobster Place and its subsidiaries are Equal Employment Opportunity Employers. Company decisions regarding employment are designed to impose only valid job requirements to ensure equal employment opportunity. While our philosophy stresses the need to employ and promote the best qualified person to do a particular job, it provides for equal employment opportunity without regard to race, color, religion, sex, national origin, age, disability, veteran status or any other characteristic protected by law.*