

Do you feel a passion for food, in particular, high quality seafood?

Are you committed to a career in sales?

Do you want to work for a growing industry leader that's committed to transparency, sustainability, and integrity?

If the answer is YES to these three questions, the Sales Executive position with the Lobster Place Wholesale Division might be the right role for you. And you may be the right Sales Executive for us.

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 the New York City metropolitan area to convert leads and prospects into new and ongoing clients. Day-to-day activities will include research on potential opportunities, "feet-on-the-street" pursuit of new business, and managing existing client relationships using consultative selling strategies. The expectation is to open 50 new accounts during the first twelve months after training is complete.

You will work closely with our internal teams (Customer Service, Purchasing, Operations, and Transportation) to ensure seamless service delivery that will delight Lobster Place customers, as well as employ a solutions-based approach to resolve issues and problems.

This is a remote/home-based position with the majority of time spent "on the road," including weekly visits to our office in the Bronx. You will use Salesforce CRM to track prospect/customer engagements and report on progress.

Must be self-motivated, proactive, organized, tenacious, and laser-focused on winning new business. As the face of the Lobster Place, it is critical for you to be a role model for the Lobster Place LP6 Core Values - Respect, Friendliness, Stewardship, Professionalism, Quality and Dedication.

We will provide extensive training on our products, business practices, customer profiles, and sales methods. This position reports to the Lobster Place Wholesale Division Sales Manager who will support and guide you to success.

Our ideal candidate will have the following qualifications and experience:

- 2-5 years of selling into the high-end food service market, or experience as a Chef, Sous Chef or Purchaser in the food service industry
- 4 year college-degree or equivalent experience
- Strong communication, presentation, and persuasion skills
- Ability to collaborate across internal teams to provide a superior customer experience
- Solid critical thinker; can work independently to achieve goals and results with minimal direct oversight
- Familiar with Salesforce and proficient in Microsoft Office (Excel, Word, Powerpoint)

The Lobster Place offers a competitive compensation and benefit package:

- Base Salary + Commission + Annual Bonus Opportunity
- Medical, Dental & Vision Insurance
- 401(k) Plan with Company Match
- Company-Paid Life Insurance

- 4 Weeks Paid Time Off

To apply, please complete our online application at:

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=c03ca780-f1c3-48d7-a5be-5038c64bc93a&ccId=19000101\\_000001&jobId=263851&lang=en\\_US&source=CC4](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=c03ca780-f1c3-48d7-a5be-5038c64bc93a&ccId=19000101_000001&jobId=263851&lang=en_US&source=CC4)

with a cover letter that sells us on why you're well-qualified for the Lobster Place Sales Executive position.

The Lobster Place Wholesale Division is a top New York City regional seafood purveyor with a strong reputation in the industry for providing premium quality fresh, live, and frozen seafood products to high-end restaurants, hotels, caterers and cruise ships. We source products from around the globe and are proud to be an Ocean Wise sustainable seafood partner. We process orders in our pristine HACCP certified facility and make local deliveries with our own fleet of refrigerated delivery trucks. The Lobster Place is the only NYC seafood wholesaler to offer live customer service from 6:00 AM – midnight.

The Lobster Place is proud to be an equal opportunity employer. We are committed to providing an environment of mutual respect and building an environment that represents a variety of backgrounds, perspectives, and skills. All employment is decided on the basis of qualifications, merit and business need.