



POSITION TITLE: Bilingual Account Manager

SALARY: Competitive

DATE POSTED: Tuesday, June 9, 2020

START DATE: As soon as possible

OFFICE LOCATION: Downtown, Toronto

DEADLINE TO APPLY: Friday, June 29, 2020

HOW TO APPLY:

Send your cover letter and resume to hr@jsferraro.com and complete our online behavioural assessment.

WHAT WE'RE LOOKING FOR:

The Bilingual Account Manager owns the process of fulfilling customers' orders to achieve maximum sales volume in the sale of company products. Responsible for leveraging product offerings by researching market conditions, trends, and competition pricing to reinforce sales volume objectives, they must be fervent about providing protein merchandising advice and garnering the success of clients.

Possessing a passion for building positive relationships and providing excellent customer service is critical for success in this role. The ability to develop trust at the organizational level to drive sales with strategic customers will support long-term business growth.

WHAT YOU'LL NEED:

- ✓ Bilingual in Mandarin and English is required
- ✓ At least three (3) years of sales or customer service experience
- ✓ Experience and working knowledge of protein and merchandising cuts is a strong asset
- ✓ A driven, hunter mentality; a self-starter who can work independently, with a strong work ethic
- ✓ Strong telephone presence with exceptional communication skills
- ✓ Ability to develop and maintain relationships; manage multiple stakeholders at once
- ✓ Excellent attention to detail with a commitment to accuracy, quality, and professionalism

WHO YOU'LL WORK WITH:

In your role, you will work as a member of the Sales team, reporting to the Senior Vice President of Sales and Commodity Merchandising.

As a member of the Sales team, you will maintain daily contact with current business partners to communicate pricing, product availability, and order management. You are accountable for continuously seeking opportunities with prospective business partners to drive business growth.

HOW WE MEASURE SUCCESS:

While individual KPIs will be communicated to you by your manager, our business evaluates success under the 5 main areas:



Innovation



Performance and Culture



Image and Growth



Operational Efficiency



Financial Excellence

COMPANY DESCRIPTION:

J.S. Ferraro is a major niche distributor of fresh beef and pork protein, providing peace of mind to mid-to-large retailers and processors across the Americas. We provide clients with superior market insight to help them make informed decisions about their meat purchases, supported by our speculation expertise and well stocked inventory that we deliver just-in-time, everytime.