



POSITION TITLE: Account Manager

COMPENSATION: Base + Commission, competitive

DATE POSTED: August 24, 2021

START DATE: TBD

OFFICE LOCATION: Toronto, Ontario

DEADLINE TO APPLY: September 24, 2021

HOW TO APPLY:

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

WHAT WE'RE LOOKING FOR:

We're looking for someone with a strong passion for sales and meat to help us grow our sales pipeline. Comfortable with cold calling, the Account Manager will work confidently and independently warm prospective clients. They will be eager to learn about the industry to help clients and prospective clients make better buying decisions.

A motivated self-starter who's undaunted by failure, our ideal candidate can wholeheartedly see themselves growing their career in sales. Possessing a passion for building positive relationships and providing excellent customer service is critical to success in this role.

WHAT YOU'LL NEED:

- ✓ Passion for meat and food
- ✓ At least two (2) years of sales or customer service experience
- ✓ A driven, hunter mentality; a self-starter who can work independently, with a strong work ethic
- ✓ Strong telephone presence with exceptional communication skills; comfortable cold calling and speaking to people whether they be prospects, leads, or clients
- ✓ Experience and working knowledge of protein and merchandising cuts is a strong asset

WHO YOU'LL WORK WITH:

In your role, you will work as a member of the Distributive Sales team, reporting to the Director of Sales and Procurement.

As a member of the Distributive 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.