

Senior Account Manager- Retail/ Food Service

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Company: Full Harvest

Location: San Francisco

Category: other-general

Full Harvest is solving the #1 contributor to climate change - food waste - with the leading business-to-business online produce marketplace specializing in imperfect and surplus produce. The company is not only solving on-farm food loss, the largest portion of the food waste problem, but is also bringing the \$1T produce industry online end-to-end for the first time ever. A win-win-win for farmers, food companies, and the planet.

Full Harvest recently closed a \$28M Series B round and expanded our leadership team. The company is backed by leading technology, impact, and agriculture investors such as Spark Capital, Cultivian Sandbox, Telus Ventures, and RaboBank. Full Harvest is recognized as a World Economic Forum Tech Pioneer, the top 2020 Fast Company World Changing Idea, a Forbes Most Innovative Agtech Startup, and was recently on the cover of Newsweek magazine.

Want to join a super friendly, hardworking, and passionate team that is determined to solve food waste? Check out our job opening below:

Senior Account Manager- Retail/ Food Service Role:

As a Senior Account Manager at Full Harvest, you will be responsible for managing, building and growing a book of business of Retail, Strategic Distributor and Food Service Buyers.

You will also act as a commodity manager for targeted commodities, charged with the strategy and growth of those commodity classes across all FH buyers. In addition, you will have a key role in the continual development of our marketplace by partnering with our

Product and Engineering teams on feature refinement of our technology platform. You will report directly to the VP of Sales & Supply and be part of the Sales & Supply team.

Responsibilities

Sales Management: Close and Grow Existing Buyers & New Buyers in the Retail, Distributor and Food Service Industries

New Retail and Food Service Buyers: identify, close, and grow new accounts in the consumer food sector utilizing existing relationships and industry knowledge to bring these accounts to the Full Harvest Marketplace:

Identify and transition existing relationships

Build pipeline of new Buyers within this vertical

Execute on spot, program and contract business on all fresh produce grades within the Retail/ Food Service sector

Build vertical and Buyer forecasts by Quarter and commodity

Work with suppliers on contracts and programs to drive sales

Build and grow Buyer relationships through data sharing, upcoming crop evaluations, personal visits and execution across all RFP's, pricing information and orders

Responsible for delivering on sales targets within the vertical lines of business

Become a Full Harvest Marketplace Master and support adoption with your Buyer/Supplier prospects/customers

Manage to a 25% increase month over month (MoM) goal on Buyers engagement on the marketplace across major features

Commodity Management: Specific Commodities

As a member of the Sales & Supply team, you will be responsible for owning commodity sourcing and building lasting partnerships with growers and suppliers for your buyers' needs as well as other team members..

Forecasting & crop outlooks that are so important for providing information to our buyers

Supply mapping

Seasonal & year long contractible and programmable volume with our suppliers

Engage and support suppliers on using the Marketplace

Team player - support systems within the Supply team. Use previous produce experience to assist and support team members.

Work and engage within Sales & Supply on strategy and tactics along:

Aggregating demand and supply for bigger programs

Marketplace engagement

Better systems and processes for the team on execution

Responsible to Work with Product and Tech on Marketplace Engagement

Attend and participate in weekly product touchbases

Work closely with Tech and Product team to ensure feedback from customers and personal experience is incorporated into Platform build

Be a strong advocate for the Marketplace with Buyers and Suppliers

Report Platform bugs/issues in the backend request slack channel

Our Ideal Candidate Has:

Able to work in-person in our downtown SF Office Tuesdays and Thursdays (with 3 weeks allowed remote per year)

5+ years of Sales experience, some of which working within a fast-growing company

2+ years specifically managing strategic, national or Tier 1 Retail and/or Food Service accounts

Have a large, existing book of business within Retail and/or Food Service to leverage

Experience working with fresh produce or other similar industries preferred

Successfully prospected and acquired new large/complex customers with demonstrated long-term relationships

Experience using analytics and data for problem solving.

A demonstrated track record of achieving results through complex process and systems by driving continuous improvement. Demonstrated success working in fast-paced business environments, executing in the face of ambiguity and constant change

Start up experience, especially B2B or SaaS, a big plus but not required

Knowledge and training using a sales/account management methodology

Team player - support systems within the Supply team, using previous sales or product experience to assist and support team members

How We Operate:

As a team, we are focused on our mission of empowering sustainability solving food waste and we strive to do this by executing in the following ways:

We truly believe in our mission and will do whatever it takes to achieve it

We are results focused and consistently deliver strong results

We go to great lengths to understand and delight our customers

Our team can rely on us as well as our integrity

We admit mistakes openly and take full accountability

We look for solutions by analyzing data and all the facts

What We Offer:

Opportunity to work on a great mission- solving food waste

A fun, challenging environment that will give you the chance to significantly grow and learn

Equity in a high-growth startup

The most up-to-date technology, including company-issued Macs, the latest software and other tools needed to excel at your job

Medical, Dental and Vision coverage

401k plan

Compensation range for this position: \$120k-\$130k + aggressive commission plan.

Looking for more info. about us? We recently closed our Series B led by Tier 1 impact investment fund Telus Ventures. Learn more in this TechCrunch article.

Full Harvest is an equal opportunity employer and values diversity at our company.

We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status or disability status.

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