

United States Jobs Expertini®

Territory Manager Market Support (Metro Atlanta)

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Company: US Foods

Location: United States

Category: other-general

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The primary purpose of this position is to develop and manage established as well as new customers, by selling food and non-food items to achieve sales and profitability goals.

Primary areas of responsibilities are:

- Primary owner of customer relationship
- Selling, and engaging customers in value added activities.
- Leveraging other resources to assist with top penetration opportunities and new accounts opening.

The Territory Manager Market Support will cover for Territory Managers while they work on other projects. We expect that a Territory Manager Market Support will transition to Territory Manager in approximately 9 to 12 months, as approved by sales leadership.

US Foods has a comprehensive training program for the Territory Manager Market Support position.

ESSENTIAL DUTIES AND RESPONSIBILITIES

while covering for other Territory Managers:

- Foster the customer relationship in a team based selling model.
- Manage deliveries to the routing schedule published by the transportation department; troubleshoot any problems that occur during the order process (e.g., delivery mis picks, short on loads, stock-outs).

- Communicate and collect accounts receivable as necessary, working with the credit department and client; collect all balances due based on approved credit terms.
- Leverage other resources to assist with top penetration opportunities and new accounts opening.
- Develop new business; identify prospective customers by utilizing market intelligence databases, as well as business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Know the market conditions, product innovations, and competitors' products, prices, and sales; share information with customers as part of value-added services provided.
- Drive motor vehicle to existing customers, and prospects, to ensure product delivery, which may include lifting/carrying up to 75lbs.

SUPERVISION:

- No direct reports.

RELATIONSHIPS

- Internal: District Sales Manager, Regional Sales Manager, VP of Local Sales, Accounting/Credit Department, Merchandising and Marketing, Operations, and Customer Contact.
- External: Customers, vendors, prospective customers.

WORK ENVIRONMENT

- Remote: This role is fully remote, and the associate is expected to perform assigned responsibilities from a home-based environment.
- Frequently outside the office environment working in the field in variable weather and temperature conditions

MINIMUM QUALIFICATIONS

- 1+ year of sales experience preferred.
- Foodservice industry/culinary/restaurant management/hospitality experience preferred.
- Excellent oral and written communication skills and presentation abilities.
- Ability to build internal and external relationships and cold call to develop new business.
- Exceptional customer service and interpersonal skills.

- Competitive spirit and results driven mentality.
- Problem solving ability / Organization and negotiation skills.
- Team up mentality to collaborate with internal and external stakeholders.
- Proficient computer skills; Microsoft Office products – Experience using Customer relationship management tools preferred (i.e., Salesforce).

EDUCATION

- HS Diploma or equivalent

CERTIFICATIONS/TRAINING

- N/A

LICENSES

- Valid driver's license required & motor vehicle record must be in good standing.

PREFERRED QUALIFICATIONS

- N/A

PHYSICAL QUALIFICATIONS

- Must be able to perform the following physical activities for described length of time.
- List the required physical activities including length of time performing each activity referencing the key below.

STAND - FREQUENTLY

WALK - FREQUENTLY

DRIVE VEHICLE - FREQUENTLY

SIT - FREQUENTLY

LIFT - 1-10 lbs (Sedentary) - FREQUENTLY

11-20 lbs (Light - FREQUENTLY

21-50 lbs (Medium) - OCCASIONALLY

51-100 lbs (Heavy - OCCASIONALLY

Over 100 lbs (Very Heavy) N/A

CARRY - 1-10 lbs (Sedentary -FREQUENTLY

11-20 lbs (Light) - FREQUENTLY

21-50 lbs (Medium) - OCCASIONALLY

51-100 lbs (Heavy) - N/A

Over 100 lbs (Very Heavy) - N/A

PUSH/PULL *1 - N/A

CLIMB/BALANCE *2 - N/A

STOOP/SQUAT - OCCASIONALLY

KNEEL - OCCASIONALLY

BEND - OCCASIONALLY

REACH ABOVE SHOULDER - N/A

TWIST - N/A

GRASP OBJECTS *3 - FREQUENTLY

MANIPULATE OBJECTS *4 - FREQUENTLY

MANUAL DEXTERITY *5 - FREQUENTLY

*****EOE Race/Color/Religion/Sex/Sexual Orientation/Gender Identity/National Origin/Protected Veteran/Disability Status*****

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