

# United States Jobs Expertini®

**Territory Manager - Wilmington, DE -Chester Co. PA & Delaware County, PA**

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Company: US Foods, Inc.

Location: Newark

Category: other-general

## **ESSENTIAL DUTIES AND RESPONSIBILITIES**

- 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**

- 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.

*OCCASIONALLY: 1% - 33 / FREQUENTLY: 34% - 66% / CONTINUOUSLY: 67% - 100%  
or NEVER*

*JOB REQUIRES WORKER TO: FREQUENCY:*

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 N/A,

CLIMB/BALANCE N/A,

STOOP/SQUAT OCCASIONALLY,

KNEEL OCCASIONALLY,

BEND OCCASIONALLY,

REACH ABOVE SHOULDER N/A,

TWIST N/A,

GRASP OBJECTS FREQUENTLY,

MANIPULATE OBJECTS FREQUENTLY,

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