



COMPANY PROFILE: The Stirling Creamery Ltd is a world class food manufacturer that is on a mission. The mission is to Enrich Lives. With over 86 years in the industry, The Stirling Creamery Ltd is proud to give back to our employees, communities and neighbors. We are proud of the tradition of innovative partnerships to help employees and partners lead better lives. We manufacture and sell innovative and value-added butter products under a family of premium brands. . Our quality work environment gives you the tools you need to succeed.

Are you looking for a position in National Sales Management? The Stirling Creamery Ltd is currently seeking a highly motivated results oriented **National Sales Manager** with experience in food manufacturing. If you are a Sales Manager who has strong selling skills and is accustomed to selling premium brands, we are interested in speaking with you.

LOCATION: GTA, ONTARIO. This position will require travel, and is a home based position. Candidates must be in the greater Toronto area.

JOB SCHEDULE: FULL-TIME benefited position.

NATIONAL SALES MANAGER

Job Responsibilities: The National Sales Manager is responsible for selling to Distributors and End-Users while also leading a network of highly productive Brokers, who are able to meet and exceed revenue targets while promptly and professionally addressing the needs of customers. The National Sales Manager is required to generate and deliver against Sales and Marketing initiatives, revenue growth, and client retention strategies. Striving for exceptional customer service standards and accountability is necessary. The National Sales Manager must lead strategy and sales tactics for profitable growth through sales efforts with national Distributors and through field leadership via Brokers.

Job Requirements:

- Responsible for growing total annual volume, top line sales and gross profit dollars
- Attain budgeted revenue expectations
- Produce profitable growth through sales efforts with national and regional Foodservice Distributors
- Develop, implement and monitor sales strategies and objectives
- Implement and execute the Companies marketing strategy and business plans.
- Lead, train, coach and motivate the Broker team to achieve sales goals

- Develop and build national and regional end-user accounts
- Provide leadership in the design and implementation of trade spending programs
- Participate in industry and customer trade shows
- Must understand food Broker programs
- Experience working with key distributors
- Proven sales and service success in food products industry selling on added value
Proven ability to develop strong, long-term customer relationships to exceed customer expectations
- Ability to travel up to 50%
- Knowledge of food industry, distribution, retailing and manufacturing
- Strong project management
- Strong written and verbal communication skills
- Minimum of two to five years experience successfully selling to key accounts in food service and retail industry.
- Experience developing and presenting innovative business cases/presentations and identifying opportunities to purchasing, marketing and R&D.
- Up to date/current sales practices are a must have.
- Post Secondary education in Business, Marketing, Sales or related field is required.
- 3-5 years of Sales Management is required.

If you have the above qualifications and want to be part of a growing fast-paced organization please send resume to: resumesstirling@yahoo.com

Stirling Ltd. is proud to be an Equal Opportunity Employer