



Stirling Creamery, a progressive dairy manufacturer, is currently seeking a highly motivated National Sales Representative to join our growing organization serving all of Canada.

Responsibilities:

- Expand into new market segment and develop and foster relations in current markets including retail and foodservice, establish relationships with new groups and develop innovative new products.
- Successfully influence and persuade others by understanding how their individual needs and motivations link to goals
- Drive results through the commitment and buy-in of others
- Implement strategic and tactical sales plans to meet sales revenue and margin targets including developing long-term multi-functional customer relationships.
- Develop and present national proposals to improve overall sales performance
- Explore various sources to gain insight to market trends
- Participate in company initiatives and teams
- Initiate and effectively manage multiple projects simultaneously
- Prepare promotional packets
- Good understanding of plant operations and capabilities

Requirements:

- Proven sales and service success in the food products industry selling on value
- Current contacts with major retailers
- Experience with getting products listed
- Experience with programs
- Strong project management
- Strong initiative and self-direction
- Effective written and verbal communication skills
- Effective use of Microsoft Office software
- Proven ability to develop strong, long-term customer relationships and develop creative solutions to meet and exceed customer needs
- Prefer Bachelor's Degree with minimum two years experience successfully selling to key accounts in food industry including working with brokers, retailers and packaged goods.
- Experience developing and presenting innovative business cases/presentations and identifying opportunities to purchasing, marketing and R&D.
- Ability to travel up to 50% and thrive in a fast paced environment.
- Fluent in French
- Knowledge of food industry, distribution, retailing or manufacturing is extremely helpful
- Good problem solving skills

If you are looking for an excellent sales opportunity with a leading manufacturer and distributor of butter products, please email your resume and cover letter to bonnie.m@stirlingcreamery.com