

Job Description

Outside Sales Representative
Nippon Trends Food Service, Inc.

SUMMARY:

Manage and coordinate the activities of Nippon Trends Food Service, Inc. branded sales efforts in the assigned territory. Develop, execute, and administer regional sales programs to achieve distribution and financial objectives. This position reports to District Sales Manager and President.

RESPONSIBILITIES:

1. Collaborate with leadership to develop an annual operating plan for assigned region.
2. Manage the company's branded sales activities including collaboration with distributors, development of sales budgets, forecasting, customer promotions, and product introduction.
3. Manage inventories of distributors by analyzing, predicting sales in the local market and recommending inventory purchase to distributors.
4. Communicate with plant production team to ensure the status of sales orders.
5. Maintain direct contact with customers to enhance business relationships, and assure appropriate interaction between the distributor and customer both at distribution and operation levels.
6. Report customer problems and complaints to supervisor and Customer Care manager promptly.
7. Become a ramen expert and offer product suggestions, introduce new products, demonstrate cooking, and help create new menu items for chefs.
8. Assist development of new products according to customers' requests.
9. Provide management with daily sales reports, customer feedback, and industry information gathered in the field
10. Continuously improve through feedback
11. Maintain sales accounts through regular call or visit existing clients to ensure customer satisfaction and explain new products and service as they are available.
12. Represent Nippon Trends Food Service, Inc. at food events.
13. Working during weekends may be required
14. This is an exempt position. The details is written in the Employee Handbook.
15. Other responsibilities may be assigned

LICENCES AND CERTIFICATION:

- Drivers license
- Food handler certificate

QUALIFICATIONS:

- Experience in sales preferred.
- Effective communication skills, both verbal and written.
- Detail and goal oriented, ability to work independently and possess organizational skills.

- Must be enthusiastic and knowledgeable about ramen and its culture.
 - Proficiency in Microsoft Word, Excel and Power-Point.
 - Demonstrating specific product functions and uses
 - Building strong customer relations with existing clients
 - Monitoring sales and market trends within specific industries
 - Coordinating delivery of product or services
 - Understanding pricing strategies
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- Must be able to lift up 50 pounds.