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## Area Sales Manager

Location: San Diego

TransCold Distribution is the premier wholesale supplier and distributor of ice cream and frozen goods throughout Western Canada and the United States. Headquartered on Annacis Island, Delta, BC, we have 14 locations and 240+ employees. TransCold provides exclusive access to the most recognized and popular brands in the world with industry best product variety and customer service. We deliver to Major Grocery, Drug, Gas & Convenience, chain retailers and independent retailers across Western North American markets through Direct to Store Delivery (DSD), and Warehouse Fulfillment, and provide services for mobile vendors, corporate events and third-party logistics (3PL) customers.

We have an immediate opening for a full-time Area Sales Manager to join our Sales team. Reporting to the Regional Sales Manager, the appointee is responsible for leading the sales efforts and achieving sales targets in the assigned sales territory of Poway. This role will be responsible for customer base expansion, driving sales, achieving sales targets while focusing on high quality customer service.

### Key Duties and responsibilities

- Develops new and current accounts as well as growing existing customer relationships.
- Responsible for business development of all customer channels within the assigned territory.
- Maximizes sales through promoting & upselling the TCD product line-up through direct customer contact.
- Develops a plan to actively sell TCD products to potential new customers and execute on agreed upon sales targets.
- Develops and maintains relationships with key decision-makers and influencers at the account level.
- Works closely with the Inside Sales team to execute promotion of products and services to customers.
- Conduct business reviews with decision makers and manage account retention.
- Provides first-class customer service and addresses and resolves all customers concerns within 24 hours.
- Gathers and communicates market insights within the assigned territory to the sales and marketing teams.

### Key Qualifications & Requirements

- 2-5 years of field sales/business development experience preferably in the frozen food space
- Sales/Account management experience
- Demonstrated track record of achieving sales targets with superior selling skills
- Demonstrated aptitude for problem solving; ability to determine solutions for customers (consultative sales approach)

- High energy, results-oriented and focused on success
- Solid networking capability
- Effective verbal and written and interpersonal communication skills
- Professional business approach and knowledge of business development practices
- Strong computer skills, aptitude for numbers and great attention to detail
- Previous experience in the ice cream industry an asset

#### **Our Staff Enjoys the Following Benefits**

- Competitive salary and bonus plan
- Generous Health Benefits: Medical, Dental, and Vision coverage after 60 days of employment
- 401(k) Contribution – Employer Matching Program after 6 months of employment
- Disability and Life Insurance
- Paid Time Off and Holidays
- Career Advancement Opportunities

#### **Interested?**

To be considered for the above opportunity, please send an up-to-date resume through Indeed.

To learn more about us, please visit us at [www.transcold.com](http://www.transcold.com)