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## Outside Sales Representative

Location: Victoria, BC

TransCold Distribution is the premier wholesale supplier and distributor of ice cream and frozen goods throughout Canada and Western United States. Since 2002, we have provided exclusive access to the most recognized ice cream brands in the world with industry best product variety and customer service.

TransCold delivers to Major Grocery, Drug, Gas & Convenience and Independent Retailers through Direct to Store Delivery (DSD) and Warehouse Fulfillment, and provides services for mobile vendors, corporate events and third-party logistics (3PL) customers. With 14 locations and 240+ employees, TransCold has the logistical reach to supply all regions across Canada and Western USA with a customer first attitude.

With over 200 employees, TransCold is growing rapidly and looking for talents. With our growing business on Vancouver Island, we are seeking a full-time Outside Sales Representative to manage accounts within Greater Victoria and surrounding areas. This role is ideal for someone who is looking to build upon their field and B2B sales experience. If you are passionate about business development and account management and selling great brands, this role is for you! Reporting to the Sales Manager, this role will be responsible for the following:

### Duties & Responsibilities

- Responsible for the overall revenue growth for the assigned accounts through active business development and management of existing accounts.
- Maximize sales by promoting the full product line-up.
- Provide excellent customer service to maintain long term customer relationships.
- Submit accurate and timely account information for all new and existing accounts.
- Work with the assigned Merchandiser for the territory to ensure effective merchandising on account level as per planograms.
- Handle Mobile Pro orders.
- Complete and submit required reports and paperwork in a timely manner.
- Work closely with the Inside Sales team to execute the promotion of products and services to customers.
- Organize sales activities so that face-to-face selling time to the customer is maximized.

### Required Skills & Qualifications

- Post-secondary education or equivalent
- 1-3 years' field sales experience and a track record of meeting sales targets
- Proven experience in developing new business, building repeat sales, and managing a local territory
- Food industry sales experience an asset
- Passion for being on the road, building and maintaining customer accounts
- Exceptional sales skills and customer service oriented
- Willing to roll up sleeves and coordinate with other departments in order to meet customer's expectations
- Goal-oriented self-starter with high energy level and competitive spirit
- Valid Driver's License with a clean driver's abstract
- Tech savvy, proficient with MicroSoft Office applications and ability to utilize social media to promote the TCD program

- Familiarity with Sales/Customer Relationship Management systems

#### **Perks**

- Company car
- Fuel card
- iPad
- Cellphone
- Competitive sales incentive plan

#### **Benefits Offered**

- Comprehensive Health Care Plan including extended health benefits, drug coverage, dental and vision care
- Life insurance, long-term disability, and accidental death & dismemberment insurance
- RRSP matching contribution program
- Paid time off benefits including- vacation, sick, birthday and citizenship leave
- Employee Assistance Program (EAP)
- Tuition Reimbursement
- Career Advancement Opportunities

#### **To Apply**

To be considered for the above opportunity, we invite you to send an up-to-date resume via Indeed. To learn more about us, visit [www.transcold.com](http://www.transcold.com)

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