



Account Sales Representative

Location: Chino

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 Account Sales Representative to join our Sales team. Reporting to the Regional Sales Manager, the appointee is responsible for calling on an assigned account base and creating an accurate sales order maximizing sales. This role will be responsible for customer service, driving sales, and achieving sales targets while focusing on high quality customer service.

Key Duties and responsibilities

- Develops current accounts as well as growing existing customer relationships.
- Responsible for creating accurate orders for all assigned accounts.
- Maximizes sales through promoting & upselling the TCD product line-up through direct customer contact.
- Develops a plan to actively sell TCD products to customers and execute on agreed upon sales targets.
- Contributes to the overall development of TCD's sales strategy, sales tools and best practices.
- Demonstrates knowledge of all TransCold product offerings.
- 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.
- Works with the immediate supervisor in the preparation of sales targets for the assigned territory.
- Merchandises ice cream products at customer locations in accordance with service schedule, product planograms, standard operating procedures and merchandising standards to increase sale.
- Services accounts during times established by management.
- Maintains and replenishes products in store shelves and freezers ensuring they are meeting company standards for product display.
- Maximizes customer interest and sales levels by displaying products appropriately.
- Ensures neat and tidy appearance of all products.
- Identifies, monitors, and reports product inventory levels.
- Follows through on customer product requests.
- Maintains product signage and ensures promotional displays are properly executed.

- Rotates products regularly, ensuring products are in good selling condition and front-facing to drive sales.
- Corrects any on-shelf availability opportunities (e.g. out of stocks).
- Ensures customers have the right Point of Sale (POS) materials.
- Ensures price tags are up and communicates pricing issues in a timely manner.
- Executes account level merchandising activities with guidance and direction from the Business Development Manager for the assigned territory.
- Provides exceptional customer service to all customers.
- Performs store resets according to established procedure.

Key Qualifications & Requirements

- 2-3 years' of progressively responsible sales/sales experience in packaged consumer goods industry
- Valid Driver's License with a clean driver's abstract
- 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
- Intermediate knowledge of MS office applications
- Effective verbal and written and interpersonal communication skills
- Professional business approach and knowledge of account sales

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

Compensation/Benefits

- \$65K plus annual bonus eligibility
- Use of Company car/gas card

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