



Sales Representative

PAX Spices & Labs Inc

Dallas, TX, USA

\$40,000 to \$50,000 Annually (plus commission)

401K, Medical

Full-Time

Why Work Here?

"A Family Owned Company With Room for Growth!"

MID-ENTRY LEVEL POSITION

BACHELOR'S DEGREE HIGHLY PREFERRED

ASSOCIATE'S DEGREE IN A BUSINESS RELATED FIELD IS REQUIRED.

PRIOR SALES EXPERIENCE IN THE SPICE / INGREDIENTS / FOOD SERVICE / FOOD MANUFACTURING INDUSTRIES IS REQUIRED

PRIOR EXPERIENCE IN SALES IS REQUIRED.

SALARY: ATTRACTIVE COMPENSATION PACKAGE + COMMISSION (Based on Level / Relevance of Experience).

We are a small to mid-range family owned company looking for a **Sales Representative to develop business for our Company in the Southern Region (Texas & Louisiana).**

We are a Manufacturer and Distributor for Spices, Herbs, Oleoresins, Essential Oils, Natural Colors, Nutraceuticals, Extracts and More!

We currently sell to Food Manufacturers, Sausage and Meat Processors, Bakeries, Sauces and Seasonings Companies, Marinade Companies, Beverage Companies, Candy & Snack Manufacturers, Ingredient Manufacturers, Co-packers, Distributors, Food Service Companies, Food Distributors, Grocery Chains, Grocery Chain Distributors and More!

We also have a newly developed Foodservice Line of bottle packaged spices for the Food Service, Restaurant, Hotel Chains and other Hospitality Companies.

The Sales Representative will be required to develop customers and business in the above mentioned

industries and potentially other industries that may use spices and spice products. **The Representative will also need to develop business for the Foodservice line (as mentioned above) and will also have minimum targets for sales to meet each quarter.** The Executive will be required to use creativity, critical thinking and ingenuity to try and maximize sales in as many markets as possible and should "think out of the box" when trying to achieve sales.

The Sales Representative should **"be a self starter"** and should be excellent enough to warrant only moderate upper management involvement, but will prudently ask for assistance when necessary.

The Sales Representative **Will be required to Travel at least 5 - 10 days per quarter out of state** to meet prospective and current customers and will be **required to meet a quarterly sales target in order to receive commissions.**

The Sales Representative will be required to also **meet a "New customer" Target each month** as well as maintain any house accounts already established in the territory described above.

The Sales Representative will be **required to provide a weekly pipeline reports to the Management Team** as well as web conference with Management during customer visits out of state to provide updates on sales progress and business developments.

The Sales Representative may also be required to travel periodically to states out of their territory to help establish a market for future Executives in that area. They may also be required to provide any necessary training for any new sales Representative and will be **required to attend trade shows or conventions regarding the food industries.**

Job Purpose:

- Builds business by identifying and selling prospects; maintaining relationships with clients.

Duties:

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares weekly pipeline reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices;

participating in professional societies.

- Contributes to team effort by accomplishing related results as needed.
- 5 - 10 days / quarter of out-of-state travel is required.
- Daily check-in calls with Management team is required and weekly attendance of Sales Team meeting is also required.

Skills/Qualifications:

Highly motivated, Self Starter, Fast learner, Adaptable, Team Player, Creative Thinker, Problem solver, Personable, Charismatic & Charming, Intelligent, Hard working, goal oriented, leadership skills, Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales

Salary: Competitive Salary + Commission (Based on Level / Relevance of Experience).

Career Level: Mid-Entry Level

Experience Required: 2 to 5+ Years

Education Required: Bachelor's Degree preferred | Associates Degree Required

Job Type: Sales / Account Management / Customer Relationship Management / Business Development

Employee Job Status: Full Time

Industry: Food & Beverages

About PAX Spices & Labs Inc:

PAX Spices & Labs Inc is a Manufacturer and Distributor for Spices, Herbs, Oleoresins, Essential Oils, Natural Colors, Extracts & More (product range of over 500 products). We currently sell to various Food Manufacturers, Sausage and Meat Processors, Bakeries, Sauces and Seasonings Companies, Marinade Companies, Beverage Companies, Candy & Snack Manufacturers, Ingredient manufacturers, Co-packers, Distributors, Food Service Companies and More. We also have a newly developed Retail Spice line as well as Bottle packaged Spices for Foodservice & Restaurant Supply companies.

Report Job

Company address: 6800 Weiskopf Avenue, McKinney, TX 75070

Posted date: 7 hours ago