

LA ROUSSE
FOODS

Job Description

Sales Representative

LA ROUSSE FOODS are an Irish Premium Food Service company, that offer a wide range of fresh, seasonal and innovative produce from a network of local and international producers, keeping you informed of the latest food trends. We have our own butchery, cheese-maturing room and chocolate production.

We have an exciting opportunity within our company for a Field Sales Representative. You will be part of a highly motivated and talented team with excellent food knowledge and a great place to work, supplying quality ingredients to Restaurants, Hotels and Fine Catering establishments throughout Ireland.

Ideally, we are looking for someone with experience within the food industry in a customer facing role or similar.

I- Job Title

Sales Representative

II- Reporting line

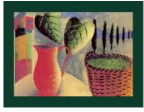
Regional Manager

III- Responsibilities

1. Manage customer relationship with specified accounts within designated area
2. Insure growth targets are achieved as defined by the Sales Manager
3. Identify growth opportunities within the specified accounts.
4. Insure critical response times are hit in relation to customer queries / complaints.

IV- Key competencies

1. Good Commercial awareness.
2. Customer focused.
3. Good knowledge of the food distribution sector, fresh, frozen and dry goods.
4. Ability to get things done and react quickly.
5. Strong Negotiation skills.
6. Highly numerate.
7. Strong Organisational and Planning skills.



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V- Qualifications

Full drivers licence

Working experience in the food service industry