

# SSC INC

## National Sales Representative

**FULL TIME • FULLY REMOTE - US**

SSC, Inc. dba Sunnyvale Seafood Co. is currently searching for an experienced sales representative. This subsidiary company is part of a vertically integrated business group focusing on fish farming, processing, and distribution. The company specialized in supermarket chains, grocery outlets, and food service chains as its major accounts.

### **SEAFOOD EXPERIENCE A MUST TO BE CONSIDERED**

### **PRIMARY PURPOSE AND FUNCTION**

Responsible for all sales activities, from lead generation through close in an assigned territory. Develops and implements agreed upon Marketing Plan which will meet both personal and business goals of expanding customer base in the marketing area. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values.

### **ESSENTIAL FUNCTIONS AND RESPONSIBILITIES**

- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively, and demonstrate high integrity
- Maintain professional internal and external relationships that meet company core values
- Proactively establish and maintain effective working team relationships with all support departments
- Any other tasks as assigned from time to time by any manager
- Demonstrate ability to interact and cooperate with all company employees
- Ensure that each customer receives outstanding service by providing a friendly environment, which includes greeting and acknowledging every customer, maintaining solid product knowledge, and all other aspects of customer service
- Maintain an awareness of all promotions and advertisements

- Complete understanding of pricing and proposal models
- Demonstrates the ability to carry on a business conversation with business owners and decision-makers
- Maximizes all opportunities in the process of closing a sale resulting in the taking of market share from larger competitors
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the company offers to their business issues
- Assists in the implementation of company marketing plans as needed
- Adheres to all company policies, procedures, and business ethics codes and ensures that they are communicated and implemented within the team.
- Maintain contact with all clients in the market area to ensure high levels of Client Satisfaction
- Communicate customer requests to management
- Assist in completing price changes within the department
- Develops an annual business plan in conjunction with Sales Manager, which details activities to follow during the fiscal year, which will focus the Sales Associate on meeting or exceeding the sales quota
- Other duties may be assigned

## **KNOWLEDGE AND SKILL**

- Experience in sales is required
- Proven ability to achieve sales quotas
- Ability to operate all equipment necessary to perform the job
- Ability to communicate with associates and customers.
- Ability to multi-task, prioritize and work efficiently
- Ability to listen, communicate (written and verbal), excellent grammar, spelling, and proof reading skills, and follow-up effectively with all staffing levels and clients/customers

- Ability to work independently, self-starter, energetic
- Ability to demonstrate good common sense and sound judgment
- Ability to perform at high levels in a fast-paced ever-changing work environment
- Ability to anticipate work needs and follows through with the minimum direction

### **PHYSICAL DEMANDS**

Flexibility to adapt to all situations and work varied hours; possibly work weekends and/or evenings.

**Base salary plus attractive commission incentive program.**