



# Job Posting – Territory Sales Manager

Morton Food Service, (a division of Morton Wholesale Ltd.) is looking for motivated, Territory Sales Managers for the Hamilton/Burlington service area. A successful candidate will be responsible for promoting and selling Morton Food Service products and services while building relationships with new and existing customers. To achieve this, you must be able to provide value added services, such as but not limited to, menu development and costing, product cuttings, extensive product knowledge and timely advice relating to all aspects of restaurant operations.

Morton Food Service offers competitive compensation package, an incredible work environment, and career advancement opportunities.

***We would like to thank all candidates who apply, however, only those selected for an interview will be contacted.***

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## Core Competencies

Customer Focused	Communication
High Energy	Teamwork
Adaptability / Flexibility	Creative and Innovative Thinking
Problem Solving	Result Focused
Accountability and Dependability	Ethics and Integrity
Mediating and Negotiating	

## Job Duties

- Generate sales through personal contact with new and existing customers, presenting product offerings, solutions, features and benefits of both the product and Morton Food Service.
- Qualify new business prospects and build an active, high potential prospect list.
- Perform professional presentations or demonstrations of company product(s)/service(s)
- Overcome objections of prospective customers.
- Emphasize product/service features and benefits, quote prices, discuss and manage credit terms, and prepare sales order forms and/or reports.
- Generate and develop relationships with the vendor community, utilize them for samples and establish a consistent ride with schedule.
- Generate and develop new customer accounts to increase revenue, by cold calling and networking.
- Conduct professional, engaging sales presentations.
- Answer questions and offer suggestions to prospects based on a thorough knowledge of the product line.
- Offer additional products/services to customers related to the sale.
- Establish ongoing rapport with existing and potential customers.
- Maintain code of ethics, integrity, and passion always.
- Ensure follow-up by managing and tracking leads in company systems with calls-to-action, dates, complete profile information, sources, and so on.
- Maintain a high level of service to existing customers; managing the customer relationship from contract execution through delivery to after sales service; and soliciting referrals from these customers, where possible.
- Keep accurate reports with respect to sales and prospects as instructed.
- Always maintain professionalism, tact, diplomacy, and sensitivity to portray the company in a positive manner.
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner.

- Achieve quarterly sales quotas and the objectives of employment.
- Participate in corporate marketing activities, such as conferences, home and trade shows and open house events, as required.
- Maintain accurate records, including sales call reports, expense reimbursement forms, billing invoices, and other documentation.
- Build and maintain ongoing awareness of new products and services.
- Participate in merchandising and promotional activities.
- Ensure accuracy in all transactions, inventory, and procedures.
- Maintain a high level of product and service knowledge.

## Requirements

- Three years of direct work experience in an external sales capacity.
- Must have the ability to work in a fast-paced, dynamic environment.
- Strong interpersonal, organizational and communication skills.
- Demonstrated ability to convert prospects and close deals
- Solid experience in opportunity qualification, pre-visit planning, call control, account development, and time and territory management.
- Strong problem identification and objection resolution skills.
- Able to build and maintain lasting relationships with customers.
- Excellent listening skills.
- Self-motivated, with high energy and an engaging level of enthusiasm.
- Basic understanding of margin management.
- Ability to work individually and as part of a team.
- High level of integrity and work ethic.
- Experience in food service industry / wholesale food sales preferred.
- Ability to occasionally travel and attend sales events or exhibits.
- Computer literate with proficiency using basic programs such as Windows, G-Mail, Excel, and Power Point.
- Must possess a valid driver's license and have access to a vehicle.

## Work Conditions

- Frequent driving required each day.