



POSITION TITLE: Distributive Sales Manager

SALARY: Competitive

DATE POSTED: Monday, April 15, 2019

START DATE: As soon as possible

PRIMARY OFFICE LOCATION: Downtown, Toronto

DEADLINE TO APPLY: Friday, April 26, 2019

HOW TO APPLY:

Send your cover letter and resume to [hr@retailready.com](mailto:hr@retailready.com) and complete our online [behavioural assessment](#).

WHAT WE'RE LOOKING FOR:

As a seasoned sales professional with a drive for results, the Distributive Sales Manager is responsible for meeting the distributive sales targets of the Company through effective planning and budgeting when managing people, customers, and the business.

With strong business acumen and industry experience, our ideal candidate will be an expert in relationship management and maintain an in-depth understanding of client needs and market trends to maximize on revenue generating opportunities.

WHAT YOU'LL NEED:

- ✓ At least three years of sales, procurement, or customer service experience; experience within a protein or grocery industry is an asset
- ✓ Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- ✓ Strong interpersonal and communication skills, written and oral, with demonstrated expertise in interacting effectively to build rapport
- ✓ Aptitude to unite a team under a shared vision and recognize what motivates each member
- ✓ A desire to learn and understand the market with a mindset for continuous learning and adding value through

WHO YOU'LL WORK WITH:

In your role, you will work as a member of the Distributive Sales team, reporting to the Chief Executive Officer.

As a member and leader of the Distributive Sales team, you are to oversee the success and growth of the team by coaching and monitoring sales performance, alongside crafting sales plans to foster customer relationships and steer the business. You will identify gaps in performance and devise strategies and techniques necessary to achieve sales targets.

HOW WE  
MEASURE  
SUCCESS:

While individual KPIs will be communicated to you by your manager, our business evaluates success under the 5 main areas:



Innovation



Performance  
and Culture



Image and  
Growth



Operational  
Efficiency



Financial  
Excellence

COMPANY DESCRIPTION:

Retail Ready Foods Inc. is a major niche distributor of fresh beef and pork protein, providing peace of mind to mid-to-large retailers and processors across the Americas. We provide clients with superior market insight to help them make informed decisions about their meat purchases, supported by our speculation expertise and well stocked inventory that we deliver just-in-time, every time.