



**Title:** Sales Account Manager

**Reports to:** Director of Sales

**Job Duties:** The Sales Account Manager, working collaboratively with the sales team, is responsible for proactively developing and sustaining strategic relationships with wholesale accounts in the Chicago area. The Sales Account Manager is also responsible for developing & maintaining detailed reporting of assigned accounts, and keeping management informed and appropriately involved.

### **Responsibilities**

- Build relationships, develop sales strategies, and maximize sales growth for all products.
- Develop and maintain a high level of customer satisfaction through consistent and high quality interactions with clients and vendors
- Build long term strategic alliance with portfolio of accounts to continually add value to the business
- Support sales team on existing accounts, including calling and taking weekly orders.
- Proactively participate in all areas of the business, depending on organizational needs and as directed by management
- Other areas of knowledge and learning include: Inventory management, on-farm production practices, sustainable farming techniques, and in-depth product knowledge such as varieties, cooking applications, taste, and seasonality
- Work as a team player and effective communicator: Interact and communicate, both written and verbally, with management, sales / procurement team, customers and vendors in a timely and informative manner.

### **Requirements**

- Bachelor's Degree or other post HS degree
- 2+ years experience selling food to restaurants, grocers, institutions
- Superior knowledge of produce/meat/cheese/dairy produced in the Midwest
- Account management and project planning skills
- Existing knowledge of and relationships in Chicago retail food and distribution space
- Strong critical thinking and analytical skills
- Proven track record on relationship building
- High level presentation skills; able to present ideas to customers in a way that produces understanding and impact
- Able to exercise good judgment in determining workflow, priorities, and deadlines

**To apply, please submit a cover letter and resume to Dave at [jobs@localfoods.com](mailto:jobs@localfoods.com) by 4/1**

**Local Foods** is Chicago's first wholesale distributor and retailer of strictly local foods from the Midwest's finest farmers. We source and deliver the finest farm foods to consumers, restaurants, grocers, schools and institutions. Featuring a full line of produce, meats, dairy, eggs, preserved and value-added products, we showcase the same high-quality, nutrient dense foods you'd discover at the best farmers markets. Through our one-of-a-kind Bucktown distribution center, event space and retail store, we make the best tasting local foods easy and accessible.