



American International Foods, Inc.

8066 Fulton St E
Ada, MI. 49301

Ingredient Sales

Is sales your passion with a desire to be a high performer? Are you looking for a six figure earning potential where your compensation is tied directly to your success? If so, American International Foods, Inc. has an excellent career opportunity for you to join a sales team for a top performing, financially sound and a high growth company!

American International Foods, Inc. is a leader in the food ingredient supply chain who leverage our deep relationships with hundreds of food ingredient producers around the world to provide food and beverage manufacturers the highest quality materials at the best possible prices.

Learning Opportunities:

Our extensive sales training course will teach you proper customer service skills, how to handle objectives and effective closing methods. This is a great opportunity to enter the work force and put all your hard work to good use.

Primary Skills and Responsibilities:

- Successful candidates must demonstrate excellent communication skills and charisma
- Excellent attention to detail and organizational skills
- Outgoing, competitive and a loyal personality
- Ability to strategize and make decisions
- Good with numbers
- Enjoys serving others and problem solving
- Ability to prioritize effectively and manage multiple projects simultaneously
- “Hunter” mentality with solid closing skills
- Ability to cold call on a consistent and daily basis
- Meet or exceed new business sales goals
- Time management skills

Preferred Education and Experience:

- The ideal candidate will have a Bachelor’s Degree
- Internship in Sales is a plus
- Proficient in Microsoft Office – Excel, Word, Outlook, CRM
- Food ingredient industry experience is a plus

Job Type:

- Full-time
- Travel is involved

Compensation and Benefits:

- Base salary \$45,000-\$50,000 depending on experience plus a highly competitive commission program. Our sales reps are earning commissions on average of: **\$7,000 in their 2nd year and over \$50,000 plus in their 4th year.**
- Uncapped earning potential
- Vehicle and travel reimbursement
- Full benefits package including medical and dental insurance, 401K match, profit sharing and paid time off

Qualified applicants please submit resume and salary requirements via email to:

hr@americaninternationalfoods.com

For more information please visit our website: www.americaninternationalfoods.com