



American International Foods, Inc.

8066 Fulton St E
Ada, MI. 49301

Territory Manager-Ingredient Sales

Are you a high performer stuck in a capped earning potential? 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 exciting career opportunity to lead you to your fullest earning and professional level. 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.

Primary Skills and Responsibilities:

- Successful candidates must demonstrate excellent communication skills
- 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 establish, maintain and increase business with customers
- Looking for an experienced sales rep/business developer to create and close opportunities
- Ability to negotiate effectively
- “Hunter” mentality with solid closing skills
- Ability to cold call on a consistent and daily basis
- Ability to prioritize effectively and manage multiple projects simultaneously
- Meet or exceed new business sales goals
- Time management skills
- Passion for industrial ingredient sales
- Proven track record with long standing customers

Preferred Education and Experience:

- The ideal candidate will have a Bachelor’s Degree
- Professional food sales experience required
- Proficient in Microsoft Office – Excel, Word, Outlook, CRM
- 4-5 years minimum food ingredient industry experience is a plus
- An individual with the potential to grow and manage a team of sales reps
- Looking for an experienced sales rep/business developer to create and close opportunities

Job Type:

- Full-time
- Travel is involved

Compensation and Benefits:

- Base salary commensurate to experience plus commission program
- Six figures plus earning potential
- 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