



SENIOR SALESPERSON

Working closely with the Food Service Manager, the Senior Salesperson will be responsible for the day-to-day sales within our rapidly-growing Frozen & Fresh Food Division.

The successful candidate should have an existing client base that he/she has respected relationships with.

Other specific tasks and duties will include:

- Accountability for meeting sales targets for the department's profitably;
- Coordinating with the Purchasing and Marketing teams to ensure that the Company's sales objectives are met;
- Maintaining strategic partnerships with current customers and continue to drive customer satisfaction through superior service and execution;
- Reviewing new business opportunities to increase profitable sales;
- Any other associated duties as required to successfully build profitable sales and to manage the Company's interests.

To be considered, applicants will require:

- A minimum of five to seven years' experience in the sales and the wholesale distribution industries, resulting in an in-depth knowledge of the sales, marketing and warehousing;
- Knowledge of and experience with Microsoft Office applications and a recognized inventory control system;
- Excellent oral and written communication skills;
- Ability to prioritise and handle multiple management tasks with the attention to detail in a sales/deadline driven environment;
- A valid, intermediate license with a clean driving record;
- A flexible schedule, as this role may require entertaining clients during evenings and weekends.

BGA offers a competitive salary, commission and benefits package that includes health, dental, pension and life insurance as well as a company discount scheme, offering our staff members discounts at: the Phoenix Stores Limited, SAL Limited, Aberfeldy Nurseries Limited and wholesale pricing at Pitt & Company Ltd. and BGA.

Qualified applicants should apply in writing by June 3, 2016 to: BGA Wholesale Distributor, Human Resources Department, P.O. Box HM 506, Hamilton, HM CX, OR send resumes via email to: cpacheco@bga.bm. No walk-ins, please.

All applications will be treated in strict confidence.