



Island Employment Partners Ltd.

- Human Resources
- Secondments
- Recruitment
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For more information, or to
confidentially apply,
please contact:

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Closing Date:
Thursday, June 6th, 2019

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Sales & Distribution Manager

Our Client, Amber Fisheries & Foods, is seeking a highly motivated professional to join their team as **Sales & Distribution Manager**. This role will report directly to the President of the company and will require an extremely driven individual with strong negotiation skills and the ability to drive client relationships to bring commercial results and maintain company success.

Primary responsibilities will include:

- Maintaining customer relationships, achieving all assigned sales targets, delivering on commitments and with a sense of urgency toward all client needs.
- Managing inventory and the ordering of containers from overseas distribution points.
- Travelling to customers throughout the Island on a daily basis as well as communicating with customers heavily via telephone – Taking orders in both instances as needed.
- Taking immediate and independent actions to resolve issues and conflicts as and when they arise.
- Working alongside and supporting other team members.

The successful candidate will have:

- A minimum of 5 years experience in sales management of wholesale food products with extensive knowledge on proteins. Experience in Marketing is a plus.
- A proven track record in building strong client relationships with excellent customer service skills.
- Experience with wholesale food inventory management and ordering is a must.
- Flexibility to be available to work weekends and holidays as required is essential.
- A high level of integrity with strong verbal and written communication skills, organization and attention to detail.
- Proficiency in Microsoft Office Suite, specifically Excel, Word and Outlook.