



Job Description: Sales Representative

Marquez Brothers International, Inc.
Job Description

Job Title:	Sales Representative
Department:	Sales
FLSA Status:	Commission
Reports to:	Sales Supervisor
Location:	San José

Summary

Marquez Brothers International, Inc. located in San José, California is in the food industry specializing in the manufacturing and distribution of Hispanic grocery and perishable food products for distribution to major and independent customers.

The Sales Representative will be responsible for selling grocery and perishable products to assigned accounts and opening new accounts in accordance with annually established performance objectives.

The Sales Representative is responsible for maintaining an ethical and professional company image with our customers.

Responsibilities

Includes the following, other duties may be assigned:

1. Contacts established customers and takes orders, resolves complaints, increase sales.
2. Consistently achieves sales objectives.
3. Acquires new customers through cold calls, networking and referrals.
4. Prepares complete, accurate and timely paperwork to ensure efficient processing of customer transactions.
5. Works closely and as a team with supervisor and support personnel.
6. Uphold Company values and business ethics and maintains the highest level of confidentiality concerning Company assets and proprietary information.

Skills and Qualifications Required

1. 3 years grocery sales and/or equivalent work experience
2. Valid California Driver's License
3. Bilingual required (English/Spanish)
4. Demonstrated sales achievements.
5. Negotiation skills.
6. Basic computer skills.