

**Title:** Sales Account Manager

**Structure:** 12 month contract –

**Compensation:** Base salary based + commission on experience.

**Date:** February 2018

### **About Company:**

Mesh Exchange is a Vancouver tech start up that develop platforms to power the circular economy. Our **FoodMesh** app is a rapidly growing B2B marketplace matching premium brands' overstock to local purchasers and charities.

### **Job Description:**

We are looking for a sales guru that can sell the assortment of highly discounted products to food service and retail buyers within the lower mainland.

### **Responsibilities:**

- Manage online portfolio of existing accounts which would include retail, food service, and institutional food customers.
- Help build the marketplace to 500 businesses within the Lower mainland.
- Understand purchasing requirements of buyers and ensure our product portfolio satisfies the demand from our buyers.
- Develop and propose account specific sales objectives and strategies.
- Provide tactical guidelines for the growth and continuous development of the assigned customers, while focusing on sales volume.
- Submit proposals for RFP and secure buying contracts with key accounts.
- Monitor, measure results and inform software developers on clients needs.

### **Required Skills and Personal Attributes: \***

- Minimum of 3 years of relevant sales experience (wholesale sales an asset).
- Strong relations in the local food community experience in (Institutional, Food Service, and/or Retail Food industry).
- Proficiency in MS Office applications and advanced Excel
- Entrepreneurial spirit and collaborative nature.
- Superb attention to detail, demonstrate good logic and time management skills.
- Planning and organizational skills.
- Exercise independent decision making with a bold, nimble and collaborative approach to problem solving.
- Languages: Mandarin an asset.

Please submit Resume + Cover Letter to [jessica@foodmesh.ca](mailto:jessica@foodmesh.ca).