

# Fluey Trading – Sales Representative

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## The Position

Want to be part of a great team and a growing company! Come join Fluey.

As a Sales Representative, you will be selling, prospecting new business, and servicing customers with ongoing support. You will be responsible for weekly sales calls to Retail, Foodservice, and Healthcare customers.

## Company Overview

Fluey Trading Inc., located at 440 Jarvis Ave, Winnipeg, Manitoba, is a Fresh Produce, Meats, Dry goods, and Specialty Asian product distributor to the foodservice and retail industry. Skilled and dedicated employees bring years of industry experience to our customers. Fluey provides delivery to restaurants, healthcare facilities, and retail food stores. Fluey is a privately-owned business dedicated to providing timely, quality service to all its customers at competitive prices.

## Job Responsibilities

- Serves customers by selling products and meeting customer needs.
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations with targeting Retail and Foodservice accounts.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly targets, and monthly/annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and selling techniques.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Maintains professional and technical knowledge by reviewing professional publications, establishing networks, and enhancing product knowledge.
- Contributes to team effort by accomplishing related results as needed.

## Qualifications/Skills

- Customer service
- Meeting sales goals
- Closing skills
- Territory management
- Prospecting skills

- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales

## Education and Experience Requirements

- BA/BS University or Commerce degree with a concentration in marketing, promotions, advertising sales, or business administration preferred
- Three to five years of industry sales experience, preferred
- Familiarity with office software and food industry

At Fluey, we understand that our success results from our diverse workforce. We offer our associates exciting challenges and the opportunity to grow personally and professionally, to contribute to the success of our organization, and to serve our customers in a manner that exceeds their expectation.

Fluey is an equal opportunity employer. Employment here is based solely upon one's individual merit and qualifications directly related to professional competence.

We don't discriminate on the basis of race, color religion, national origin, ancestry, pregnancy status, sex, age, marital status, disability, medical condition, sexual orientation, gender identity, or any other characteristics protected by law.

## How to apply

**By email:**

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