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## National Chain Foodservice Director

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Do you have a strong track record of sales success with Foodservice and National chain restaurants? Do you want to work in a high paced and dynamic organization and join a team committed to bringing our revolutionary and innovative meat-free products to consumers across North America? Then you may be the person we are looking for!

Garden Protein International ([www.gardein.com](http://www.gardein.com)), manufacturer and marketer of a new generation of meat alternative food products, is looking for an enthusiastic and energetic National Chain Foodservice Director to join our growing team.

Our beautiful new facility is located in Vancouver, BC, offers a modern and secure work environment, and the opportunity for personal growth and success based on individual performance. The ideal candidate for this role will preferably be located east of the Mississippi as the focus will be on developing customers in the eastern US.

This challenging role will appeal to an individual who has 7+ years of demonstrated success in their career selling to Foodservice and National chain restaurants, and wants to be a part of something very new and exciting in the natural foods category.

Reporting to the Senior Vice-President, Sales, this position will be responsible for:

- Identifying and investigating new market opportunities and accounts across the Eastern U.S. and Canada in both Foodservice and National Restaurant Chain channels
- Developing strategic account plans to maximize sales potential and profits
- Managing key customer relationships, while successfully delivering against the customer's expectations
- Creating business systems and processes to effectively achieve superior results

### **Qualifications:**

- Bachelors degree preferred with 7+ years food sales account management experience
- Strong network in national chain restaurants and hospitality industry
- Proven experience meeting aggressive sales targets in both Foodservice and Restaurant channels in the U.S.
- Strong negotiation and broker management skills
- Leadership and business acumen skills and the ability to work with all levels of management
- Strong interpersonal, communication and relationship building skills

### **Skills, Knowledge and Abilities:**

- Excellent interpersonal and relationship building skills
- Strong written and verbal communication skills
- Ability to work independently in a team-oriented environment with minimum supervision
- Energetic and customer focused

- Highly detail-oriented and organized
- Excellent computer skills (Outlook, Microsoft Word, Excel, PowerPoint,)
- Strong planning, analytical, and forecasting skills
- Manage and prioritize multiple projects with tight deadlines

If you are looking to work in an environment that fosters learning and personal involvement, then this is the place for you.

Please email your resume and covering letter to [hr@gardenprotein.com](mailto:hr@gardenprotein.com) stating National Chain Foodservice Director in the subject line before the posting close date of February 10, 2012. No phone calls please.

We thank all applicants for their interest, but only those shortlisted will be contacted.