



JOB DESCRIPTION

TAYLOR SHELLFISH FARMS

Job Title: Restaurant Sales Representative

Accountability and Oversight: The Restaurant Sales Representative will work directly under the Restaurant Sales Manager.

Location: Position based in Seattle, WA

POSITION DESCRIPTION

Taylor Shellfish is one of the largest producers of farmed shellfish in North America. The company is quickly growing in the food and service industry. The Restaurant Direct Sales Division is based in Seattle and is looking to grow quickly with the addition of a motivated salesperson. In this position, you will procure and maintain local restaurant accounts from Olympia to Bellingham, including Tacoma, Seattle, Everett and the Eastside (Redmond, Bothell, Kirkland, Bellevue, Issaquah). May involve intermittent travel to Portland, OR. Accounts may also include small distributors, caterers, corporate dining groups, schools, specialty grocery stores and seafood markets. The job will require regular visits to current and potential customers.

AREAS OF RESPONSIBILITY

- Generate shellfish sales in target markets in the Pacific Northwest
- Assist in managing and maintaining a portion of current restaurant accounts
- Review all orders for accuracy and coordinate deliveries with drivers
- Review performance reports and meet sales goals
- Push company marketing programs
- Learn all aspects of Taylor Shellfish Farms including our complete product line, company history, availability, product knowledge, supply chain, seasonality, and farming techniques.
- Have a thorough knowledge of the geography of Taylor's shellfish growing regions
- Be a resource for area chefs, able to speak knowledgeably with restaurant staff about seafood and farmed bivalves
- Immerse yourself in the Northwest food scene, including restaurant openings/closings, familiarity with local chefs, general local food trends, and various cooking preparations
- Other projects as assigned

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- 2 years' direct sales experience, food sales preferred

- 4-year college degree preferred
- Experience in seafood/oyster industry a bonus
- Experience in managing sales accounts, logistics and budgets
- Outstanding interpersonal communication skills
- Willingness to learn and multitask
- Reliable transportation required
- Clean driving record required

PHYSICAL DEMANDS

- Ability to sit, stand and/or walk up to 10 hours per day
- The employee needs to be able to lift up to 75 lbs.
- Must be able to drive up to 12 hours per day to multiple locations

COMPENSATION

Competitive base with Commission. Full benefits including health, dental, vision, 401K and paid personal time off. Mileage reimbursement.

BENEFITS

Here at Taylor Shellfish we offer health insurance for the employee and their family with incredibly low premium costs and annual deductibles. We offer dental, vision, plus an excellent 401K program with 100% match up to 5% of the employee's gross income. We also offer paid time off which starts to accrue immediately and gives you a whole week of paid time off in the first year (dependent on hours worked), plus 6 paid holidays a year, amazing company discounts, paid training through the company, a tuition reimbursement program and options for a flex spending and dependent care account are also available.