
T.L. Herring & Company

Purveyor of Fine Foods Since 1941

T.L. Herring & Company

PO Box 3186

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Wilson, NC 27893

Office: 252-291-1141 * Fax: 252-291-1142

T.L. Herring & Company is a family owned and operated meat purveyor that was established in 1941. We provide chain supermarkets, individuals, independently owned businesses and institutions with quality food products in eastern NC. Within our business, we provide customers with custom products along with brand name products for use in their business. Customer service is the staple to our growing customer base.

POSITION: Meat Sales Associate

COMPENSATION: TBD, based on experience plus commission.

SCHEDULE: M-F, some weekend options.

RESPONSIBILITIES:

As a Sales Professional, your primary responsibility will be to sell our products to named accounts within your assignment. Your job duties will include prospecting for new business and upgrading existing customer sales. You will be required to achieve your quota by consistently performing the required daily activities to build a robust pipeline of qualified opportunities. You will also be responsible for completing customer needs analysis, identifying pressure points for all accounts as well as doing proposals, product demonstrations and presentations.

JOB REQUIREMENTS:

- * High school diploma (Preferred)
- * 1 or more years of business-to-business outside sales experience.
- * Valid driver's license and reliable transportation required. (Company vehicle to be provided after a predetermined time)
- * Good understanding of sales skills and techniques.
- * Communication, relationship building, customer service, prioritization, account forecasting / planning, negotiating, consultative selling and superior organizational.
- * Ability to perform without direct supervision.
- * Proficient computer skills (e.g., MS Office Excel, Outlook, etc.) a must.
- * Strong work ethic and self-motivation.
- * Effective customer relations.

Please submit application to tlherringco@yahoo.com or visit our location.