



## Midwest Food Equipment Regional Sales Manager

### **Company Profile:**

MTC designs, engineers and manufactures customized food processing equipment for use in the food processing industry. The capital equipment includes custom designed cookers, smart cookers, mixers, dumpers, high-lift dumpers, column dumpers, blenders, screw blenders, vacuum blenders, conveyors, cluster breakers, loaders and systems. Our customers include Campbell's Soup, Kraft, Tyson, and others in the food processing industry.

### **Responsibilities:**

- Responsible for increasing sales opportunities, building relationships, solving problems and increasing customer loyalty
- Responsible for management and strategies within Territory
- Develop sales to food processing plants for the manufacturers and suppliers of processed food products; Primary Market is large processing facilities.
- Coordinates with Engineering, Manufacturing, Accounting, and Service Department in order to assist in order process flow.
- Territory management and sales to meet corporate sales objectives and goals

### **Qualifications:**

- Two to five years of proven successful sales experience within the food processing industry selling custom capital equipment.
- Must demonstrate planning and developmental skills that have led to sales growth.
- Demonstrates ability for attention to detail when completing customer site surveys as part of proposal process
- Demonstrates experience moving prospective clients through closing
- Excellent verbal and written communication skills
- Strong computer skills required
- Prefer degree in Food Processing, Engineering, or Business related field
- Ability and desire to travel at least 80% of the time
- Working knowledge of Microsoft Office
- Must not have an active Non-Compete with previous company

\*Competitive compensation and benefit package is provided including base salary, commissions, phone, computer, and expense account\*

Employee \_\_\_\_\_ Date \_\_\_\_\_