National Sales Representative (Remote)

SSC, Inc. is looking for an experienced National Sales Representative to expand our customer base and grow sales across markets throughout the United States. This position can be performed remotely. The successful candidate will identify and develop new business opportunities with major chain accounts, foodservice distributors, regional distributors, and national wholesalers, build lasting relationships with decision-makers, and manage the sales process from lead generation through closing. Candidates with experience in seafood, frozen foods, food wholesale, food supply chains, or foodservice distribution are preferred.

Primary Purpose and Function

Responsible for all sales activities, from lead generation through close, across an assigned national territory. Develops and implements an agreed-upon Marketing Plan that will meet both personal and business goals of expanding the nationwide customer base. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term account goals in line with company vision and values.

Essential Functions and Responsibilities

- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively, and demonstrate high integrity
- Lead nationwide customer development, identifying and pursuing new accounts in markets across the United States
- Develop business with major chain accounts, foodservice distributors, regional distributors, and national wholesalers
- Build and manage long-term relationships with national and regional decision-makers, including buyers, category managers, and business owners
- Maximize opportunities throughout the sales process to take market share from larger competitors
- Sell consultatively, recommending the solutions the company offers to prospects' and clients' business issues
- Maintain a complete understanding of pricing and proposal models, and prepare proposals for multi-location and multi-region accounts
- Maintain professional internal and external relationships that meet company core values
- Proactively establish and maintain effective working relationships with all support departments, including warehouse and logistics teams, to keep products available for delivery
- Ensure that each customer receives outstanding service through solid product knowledge and responsive, professional communication
- Maintain an awareness of all promotions and advertisements, and review selling prices and special promotions on items
- Assist in completing price changes within the department
- Communicate with customers daily for their orders and promote new products
- Call customers weekly, by phone or video, to understand customer needs and market trends
- Send statements and follow up on check status to secure the next orders

- Communicate customer requests to management
- Assist in the implementation of company marketing plans as needed
- Adhere to all company policies, procedures, and business ethics codes, and ensure that they are communicated and implemented within the team
- Other duties may be assigned

Knowledge and Skill

- Experience in sales is required, with proven ability to achieve sales quotas
- Preferred: relevant experience in seafood, frozen foods, food wholesale, food supply chains, or foodservice distribution
- Preferred: experience selling to chain accounts, distributors, or national wholesalers
- Ability to work independently and remotely; self-starter, energetic
- Ability to carry on a business conversation with business owners and senior decision-makers
- Ability to operate all equipment necessary to perform the job
- Ability to communicate with associates and customers
- Ability to multitask, prioritize, and work efficiently
- Ability to listen, communicate (written and verbal), with excellent grammar, spelling, and proofreading skills, and follow up effectively with all staffing levels and clients
- Ability to demonstrate good common sense and sound judgment
- Ability to perform at high levels in a fast-paced, ever-changing work environment
- Ability to anticipate work needs and follow through with minimum direction

Physical Demands and Work Arrangement

This position can be performed remotely. Flexibility to adapt to all situations and work varied hours across U.S. time zones; possible work weekends and/or evenings. Occasional travel to customer sites, industry events, or company facilities as needed.