



National Account Executive – Gourmet Baked Goods

Are you a “foodie”? Passionate about sophisticated beautifully created gourmet food? And an innovative, customer-driven sales professional with a strong network in retail baked gourmet food sales, a positive attitude, and drive to win. Then we want to hear from you.

What you do

Grow sales with targeted businesses and distributors. The focus is on the bakery opportunities at large national & regional chains.

This is a “feet on the street” job. You report to the Director of Sales and work closely with the Marketing Department.

Identify possible new accounts and aggressively pursue new business opportunities

Meet or exceed monthly, quarterly and annual revenue objectives

Develop and maintain sales pipeline sufficient to meet revenue objectives.

Manage/grow existing customers, distributors, regional accounts, chain accounts and brokers

Work at industry trade and distributor shows as necessary

Provide ongoing sales reports and forecasts

Territory: United States – East Coast

Requirements

An AA or BA/BS in a Business related degree;

3 to 5 years with demonstrated track record of growing sales in the gourmet food industry market, preferably baked goods.

Packaged food sales experience that includes working with distributors and/or brokers

Resilience and ability to overcome objections

Are assertive, persistent, a good listener and persuasive

You must have excellent verbal, negotiation, and written skills, outstanding professional presence both in-person and on the phone. The position requires 50 - 70% travel. Expect to travel to our main office in Alameda, CA at least 1 to 2 times per month.

About Us

At Donsuemor we bake delicious products that bring delight to everyday life. There is something pretty special about being the one that starts something so extraordinary, others feel compelled to follow. Almost 40 years ago Don and Susie Morris introduced America to the first commercially produced Madeleines, made fresh from their ovens.

“The First.” “The ‘Original.” There can be only one of those.

If imitation is the greatest form of flattery, then we must consider ourselves extremely flattered.

Because while others have tried as they might, to replicate the delicate texture, the delightful taste, and that indescribable sense of comfort that comes with every bite into our original Madeleine, they have come up woefully short.

And even though our ovens will be baking more kinds of products delighting more customers than ever before, we will continually strive to help create those incredibly special “Madeleine Moments” for any product we create that is worthy of the Donsuemor label.

Donsuemor, Inc. offers competitive benefits including medical, dental, life, long-term disability, 401K, Paid Time Off, paid holidays, Employee Assistance Plan, and product discount.

NOTE: Candidates must be U.S. citizens or otherwise presently authorized to work full-time in the U.S.

To Apply

Please reply to this ad sending a resume and cover letter.

Donsuemor Inc., is an Equal Opportunity Employer