



Deli Patrol is the leading manufacturer of super-premium deli products with established success in high-end specialty retail and up-market foodservice. Now, we're looking for the right sales-pro to develop opportunity in specialty-oriented supermarkets and strategic, high-visibility foodservice targets. Our current products including a variety of pastramis, corned beefs, turkeys, and fresh-griddle-ready hash flavors are instantly recognized for their world's-best quality. With exciting additional products in development our line will offer the absolute best in every major protein for discerning shoppers in the nation's best stores. For an overview of the company and the products, please visit www.DeliPatrol.com.

Summary: The National Sales Director ("NSD") is responsible for the strategic plan for selling Deli Patrol brand products – both planning and execution. The NSD is also responsible for the overall leadership of go-to-market for the brand including its continued development, management and sales. The NSD must provide an exceptional level of service delivered with passion, innovation, and consistency.

The ideal candidate will have the following:

- 5-7 years experience sales in the Deli Category with progressive responsibility
 - New brand introduction/development experience a big plus
- Has worked for a retailer as a buyer or for a manufacturer in product development/brand management in Deli
- Has demonstrated record of working independently, with frequent travel

Essential Duties and Responsibilities:

1. Develop, implement, scale and manage strategic plans for selling Deli Patrol products within defined territory, and develop plan for national growth. Accountability extends to direct accounts, distributors, and brokers. Key areas will include sales, share, distribution, promotion, pricing, merchandising and financial management.
2. Evaluate and communicate to Deli Patrol executives on competitive marketing, pricing and distribution activities.
3. Develop and maintain retail merchandising and promotional calendar by retailer to support strategic plans.
4. Maintain weekly contact with Deli Patrol executives communicating status, opportunities, and needs associated with achievement of strategic plan.



5. Ensure all contracts are generated on a timely basis.
6. Maintain accurate distribution records and databases in automated systems as necessary.
7. Manage funds and other spending within company policy.

Education: Bachelor's Degree preferred.

Computer Skills: Computer literate: Excel basics including pivot tables, Word, Outlook, PowerPoint, Internet basics, willingness to learn. ACT, Salesforce, or equivalent.

Certificates, Licenses, Registrations: Valid Driver's License is required.

Language Skills: English is the primary language skill.

Compensation: Base commensurate with experience plus generous incentives on direct sales and override on channels managed. You grow and manage sales, you participate in our growth.

Applicants please contact: 911@MoreFlavorPerPound.com (no recruiters, please)