

Part-time Outside Sales Representative for Foodservice - Small, Growing Food Company

Char Crust Dry-Rub Seasonings started in a legendary Chicago steakhouse back in the 1950s. When the restaurant closed after two decades, the chefs begged for the seasonings that made the incredible steaks, roasts and other classic dishes that brought customers back week after week, and so the Char Crust foodservice (and retail) lines were born.

That was in the late 1990s and the company grew organically for about 20 years. Due to a management transition, the small and dynamic company is now on a growth path.

Our products are more relevant than ever to modern day foodservice operators including restaurants, colleges/universities, stadiums and even grocery retailers with prepared foods and ready-to-cook offerings. Char Crust seasonings offer a unique point of difference while also being easy-to-use, low cost, labor-saving and clean label.

As we continue to grow, we are seeking an experienced and well networked Part-Time Foodservice Sales Representative to join our team. This position can grow over time if mutually agreed on.

Job Description:

As a Part-Time Foodservice Sales Representative, you will play a crucial role in growing foodservice sales by making sales presentations, developing key accounts, and establishing and nurturing new distributors. This position is a blend of office and field work, with the potential for growth into a larger role over time. The job is primarily focused on the Midwest but could involve some travel ~20%. This position requires having your own car and driving your personal vehicle to meet customers.

Responsibilities:

Business Development: Proactively seek opportunities to grow sales and customer base, contributing to the overall success of the company. Includes meetings with potential customers and representing Char Crust at Trade Shows.

Sales Presentations: Develop and deliver compelling sales presentations to win and develop key accounts, showcasing the unique benefits of our seasonings.

Key Account Management: Build and maintain relationships with key accounts, ensuring their needs are met and addressing any concerns they may have.

New Distributor/Broker Development: Identify and establish relationships with new distributors and brokers to expand our product reach in the market.

Collaboration with Distributor Sales Reps: Work closely with distributor sales representatives to educate them about our products, providing support to enhance their sales efforts.

Requirements:

- Experience in outside foodservice sales with proven track record and network, preferably in premium proteins or seasonings.
- Knowledge of the culinary industry and experience selling to professional chefs.
- Ideally deep knowledge of and experience with one or more large broadline distributors in the Midwest
- Interest in being part of a small, growing company and being able to have a large impact on the company's success
- Self-motivated, goal-oriented, and able to work independently.
- Flexibility to adapt to a growing and evolving company
- Ability to work both in the office and in the field.
- Excellent communication and presentation skills.
- Strong interpersonal and relationship-building abilities.
- Current, valid driver's license, you have your own car with insurance

- Ideally a love for Char Crust products after getting to know them and a personal interest in cooking and food trends.

Compensation:

- Base pay +
- Commission & Bonus structure

Opportunity for Growth:

This part-time position has the potential to evolve into a larger role with career advancement as the company expands if desired or could stay as a powerful part-time position.

Must be interested in being part of an organization where there is great opportunity for growth and success for someone who is willing to roll up his/her sleeves and drive foodservice sales and customer development. 2024 will be a year for getting “points on the board.”

If you are looking for a great opportunity with a growing company, to make a big impact and be rewarded for it, please submit your resume w cover note.

Job Type: Part-time

Salary: Targeting \$40-45K for PART-TIME position

Expected hours: 20 per week

Benefits:

- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Flexible schedule
- Travel reimbursement

Compensation package:

- Base pay
- Commission pay
- Performance bonus
- Uncapped commission

Contact: Elisabeth Settimi esettimi@charcrust.com to submit resume and cover note.