



POSITION: **Commercial Sales Representative, Full-Time, Entry-Level or Experienced**

Kaffe Magnum Opus® is a fast-growing wholesale coffee roaster with small business roots and big business plans! Founded in 1991, our owners began with quality product, importing the best beans from trusted farmers in Central and South America. Over 25 years later, our proud clients now include both high-end specialty coffee shops and 8000+ retail locations throughout the U.S., Canada and Europe. Our team members are energetic, smart coffee loving professionals, and we are looking for the next addition to our sales team to reach our ambitious growth goals!

As a Commercial Sales Representative, you will be based a commutable distance outside Philadelphia in our headquarters and plant in Millville, New Jersey. You will work directly with our VP of National Sales, and CEO, to sell retail bagged coffee and single serve cups in our straight and flavored coffee products. You will identify strategic sales opportunities, create and execute sales plans, and close deals both independently and with team support. Additionally, you will attract new accounts to the company by communicating directly with executives, distributors and retail buyers, as well as build on current account relationships to drive revenue. Through exposure to coffee conventions, professional conferences and our in-house product development, you will quickly become an expert in retail sales and the coffee industry.

At Kaffe Magnum Opus, ambition is highly valued and rewarded. As our company undergoes an exponential growth plan, new hires will be at the center of that exciting change. Our sales team loves the challenge (and success!) of competing with big players. As a new hire, you would receive mentorship from sales and operations experts to grow in this role, and gain exposure to our product line, all of which is processed on-site at our newly expanded plant.

We hope to meet you soon!

Responsibilities

- Develop and execute a commercial sales plan that supports the company's ambitious annual growth plan
- Cold call and aggressively pursue prospects
- Self-evaluate status of prospects and report progress towards opportunities directly to VP and CEO
- Travel extensively to corporate headquarters (nationwide) for sales pitches
- Attend trade shows and industry functions to advance the company
- Learn the science and art of quality coffee, training provided

Requirements and Skills

- 4-year College Degree in relevant field, required
- Industry sales experienced, preferred
- Independent, ambitious professional or graduate eager for growth and impact
- Innovative, positive, can-do attitude as we (successfully!) compete against big players
- Excellent communication skills, able to strategically listen and persuade to close deals
- Eager to learn and be a team player
- Willingness to travel – approximately 50%
- Proficiency in MS Office and Excel, including MS CRM

Salary is highly competitive, combined base and commission, based on experience and performance. Health insurance and 401k retirement accounts also available.

To apply, submit a resume and cover letter detailing your interest in and qualifications for the position. Be sure to include specifics of relevant experience and personal initiative. Applications with persuasive cover letters will have preference. Email the Vice President of Strategic Planning and Development: bethany@kmocoffee.com