

## **Commercial Sales Representative**

**Kaffe Magnum Opus + Your Love of Selling = The Perfect Blend**

**You can have your coffee and drink it too. Join us in sharing our passion for great coffee and phenomenal customer service.**

Kaffe Magnum Opus has over 30 years of success in specialty coffee roasting and has been able to apply that success onto retail shelves with the brand Market & Main. Our unique flavorings have become popular with our fans, and our retailers love the way that our packaging really "pops" on their shelves. With national clients, we are interested in seeking new salespeople who are passionate learners and excited to work with buyers for large retail companies.

### **Job Description:**

The successful candidate will cultivate relationships with prospects to close retail single serve cup and bagged coffee sales. You will identify strategic sales opportunities, create, and execute sales plans, and close deals both independently and with team support. This position is based within a commutable distance outside Philadelphia in our headquarters and plant in Millville, New Jersey.

### **Responsibilities**

- Daily outbound calls to identify new leads and prospects
- Documentation of calls, leads, and client portfolio
- Analysis of Leads and Prospects according to the Sales Funnel in our CRM
- Forming relationships and closing sales with leads/prospects
- Meeting and exceeding monthly and yearly sales goals for the company
- Growing the business in line with the company's values and expectations
- Developing an understanding of coffee fundamentals
- Establishing relationships with buyers of large retail companies

### **Minimum Requirements and Skills**

- 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
- Proficiency in MS Office and Excel

### **Preferred Education and Technical Skills**

- 4-year degree at a college/university in a relevant major or equivalent Sales experience
- Proficiency in the full Microsoft Office Suite
- Proficiency in Customer Relationship Management Software and theory

**To apply, submit a resume or summary of skills and work history to [jobs@kmocoffee.com](mailto:jobs@kmocoffee.com)**