

Specialty Coffee Account Manager

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 been exceeding the expectations of our customers in quality, taste, and service for over 30 years as a specialty coffee roaster. Our selections include coffees from every coffee growing country in the world. Working with over 100 Straights and Blends, as well as being an industry leader in Flavored Coffee, we partner with national clients from small coffee shops to large retailers. We are seeking bright, and friendly salespeople to help us create new and budding relationships with coffee businesses throughout the U.S.

Job Description:

With opportunity for limited travel, a Specialty Salesperson will establish leads, identify new prospects, and guide potential clients through our Sales Funnel. With bulk coffee being our primary product, salespeople will engage in and learn about the Business-to-Business Sales Process and how to establish B2B relationships. Working from our Specialty Facility, a successful candidate will additionally develop a basic understanding of coffee fundamentals from our in-house Coffee Master to assist in the Sales Process.

Relationships are the heart and soul of every business. Kaffe Magnum Opus is keen to helping a successful candidate establish their own portfolio of relationships that will drive their career.

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
- Candidate will be included in coffee tasting classes with CoffeeMaster.

Requirements and Skills

- Quick thinking, energetic and confident
- "Go Getter" attitude with a competitive spirit
- Solid communication skills
- MS Office and Excel knowledge

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