www.Spiedies.com

Sales Representative
"Come Grow with Us and Build a Future"

Apply Now:

Full-time, health insurance, vision, paid time off, employee discounts, Matching Simple IRA, paid family leave, disability, FMLA w/eligibility

Base Salary plus commission – w/earning potential from $50,000 - $100,000

Lupo's Spiedies (AKA Sam A. Lupo & Sons, Inc) is a third-generation, family-owned meat processing and marinade processing plant that has proudly served its community for 75 years and still going strong. Lupo's prides themselves on quality products – chicken/pork/beef/lamb Spiedies, seasoned roasts, chicken/pork sausage as well as specialty sausages. We pride ourselves on providing quality products to grocery stores, local school districts and universities, as well as retailers within a 175-mile delivery radius.

Lupo's Spiedies is seeking a driven sales representative to grow our business across the Northeast (New York and Pennsylvania areas specifically). In this sales role, the successful candidate will service existing customers strengthening current relationships, promote our full line of products while working to establish new accounts, increase sales, and gross profit meeting monthly and quarterly goals.

Job Details:

Responsibilities Include, but are not limited to:

- Ability and willingness to learn about production process and product lines in order to sell products
- Prospect and develop new accounts through cold calling, referrals, and consistent follow-up; visiting customers on-site
- Build and maintain strong customer relationships while identifying opportunities for growth
- Review sales performance, manage account activity, and work toward new and/or established sales and gross profit goals
- Obtain orders via telephone and/or visits to sites; use suggestive selling to sell product(s)
- Set up displays in customer stores; stock and/or re-stock shelves
- Implement and assist setting up new and existing special events in communities, work at events, etc.

- Learn current salesman's position, and customer sales base, to cover in the event of vacation, unexpected absence(s), assist as needed, et.
- Attend trade shows (setting up displays and promoting Company); may require out of town overnight stay

Requirements:

- 3+ years of experience in food service, hospitality, or related-direct sales preferred
- Proven Sales experience; with plan on how they will get us to the next level
- Strong knowledge of food products and ingredients; candidate will develop strong working knowledge of our products, processing and packaging techniques
- Excellent communication, customer service, and relationship building skills; ability to read, write, speak and understand the English language
- Self-motivated, organized, and capable of managing independently, as well as within our team (office staff and production team)
- A passion to succeed, with a strong personal drive to sell our products
- Attend trade shows and/or events to promote Company and products
- Must be able to work evenings and weekends, as business needs dictate to maximize productive customer contact
- Enjoy a flexible, independent work environment
- Current/Valid NY state driver's license
- No immigration Sponsorship available

Compensation:

- Based on experience and qualifications, with additional monthly commission opportunities following a three-month training period.
- Base Salary rate plus commission - from $50,000 - $100,000 per year

Benefits:

- Simple IRA (employer matching up to 3%; 100% vested at time of eligibility)
- Health and Vision Insurance available
- Paid Time Off (vacation and sick)
- Disability Insurance
- PFL; FMLA

Work Location(s):

- On the Road
- In Office – 625 Dickson Street, Endicott, NY 13760

Visit our website for more Company information and product lines: www.spiedies.com

Send your resume to missy@spiedies.com or
mail to Melissa Jaynes, HR Manager, PO Box 5721, Endicott, NY 13763