

# Candie Fisher

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## Eastern Region Sales Manager

### Description

We're seeking a "game changing" Eastern Region Sales Manager (RSM) who is as passionate about our mission as we are. The successful candidate will grow market share for our shelf-stable gourmet seafood soups, our award-winning frozen seafood meals kits, newly released salmon jerky, and our exciting pipeline of innovations. The RSM will establish new relationships with national, regional and specialty retail accounts, as well as expand our penetration with current retailers. The ideal candidate will have demonstrated success in growing share with CPG brands within Natural/ Specialty, Conventional retail, and C-Stores, as well as an exceptional track record of new business development. If you are a tenacious and focused Sales professional with the passion to build a young company, this will be the perfect opportunity for you!

### Responsibilities

- Lead our key eastern retail channels in the successfully meeting planned sales goals
- Grow our conventional and specialty retail accounts, bringing in new relationships and expanding existing accounts.
- Successfully steward relationships across multiple retailer departments
- Develop business building presentations and timely reviews of our retail customers
- Utilize your CPG industry network to identify emerging market trends, bringing a competitive advantage
- Create and implement account strategies and tactical plans within approved spending rates
- Build and sustain strong ongoing partnership with Supply Chain/ Operations team to ensure that supply is available to support Retailer demand
- Ensure forecast accuracy, by delivering a quality product, in the proper quantity at the agreed upon time and price
- Support build of Annual Operating Plan with key functional counter-parts, in order layout a roadmap for future growth opportunities
- Meet all administrative deadlines (e.g., S&OP, R&O) complete, on time, and with actionable information
- Support strong culture within the team, embracing the company's mission and values

### Qualifications

- A strong belief in the mission and the ability to articulate our value proposition as a key differentiator vs. commodity offerings
- Minimum 5-7 years in sales positions of increasing responsibility within interior (grocery) and perimeter (perishable) better-for-you CPG categories. Proteins industry CPG experience a plus
- 4-year college degree or equivalent, preferably in Business
- Demonstrated ability to excel in an early stage, high growth organization, including:
  - Experience developing new processes required to scale new brands, categories and customers
  - "Roll-up your sleeves" mentality with the ability to handle the ambiguity and pace required of an early stage company in a high

### Hiring organization

Candie Fisher

### Job Location

Northeastern US

Remote work from: Northeast US preferred

### Date posted

March 7, 2019

growth mode.

- Ability to make market-informed recommendations towards successfully building a brand, demonstrating “agility” to iterate our strategies as required to respond to market conditions
- Exceptional negotiation skills with ability to leverage quantitative and qualitative consumer insights to drive share and shelving gains with formal and informal Category Reviews
- Ability to work individually and collaboratively to meet individual and company goals
- Highly effective communication and presentation skills; persuasiveness and sales ability.
- Solid technical skills, including Microsoft Office, Nielsen/IRI/SPINS Consumer Insights and Category Management principles
- Comfort in developing your own reports, forecasts, presentations and data with limited support system

## Apply Here

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