

Job Title: Category Sales Manager - Specialty Products


Job Summary: The Category Sales Manager - Specialty Products, reports to the ZCS Distribution Director of Sales and is responsible for working across corresponding sales teams and product specialists to implement and exceed sales targets. Candidate will work as a liaison between our distribution partners and our regional sales force. Developing brands within our company, while managing relationships with our REP Partners, manufacturers, dealers and key operators to create new business opportunities. This role is an outside position that requires expertise in strategic initiatives, business development, and relationship building. This role also requires a self-motivated individual who excels in collaboration, communication, attention to detail and creative solutions for success. Strong knowledge and experience in the food service industry, and previous experience using Salesforce is preferred.

Key General Responsibilities:

- Develop and implement strategies to meet sales targets, including market analysis, identifying new sales opportunities, and optimizing sales channels
- Build and maintain strategic relationships with Rep groups, manufacturers, dealers and key end users, playing a pivotal role in business development by understanding their business needs, challenges, and objectives
- Serve as the primary point of contact for all factory communication and inquiries for the assigned category
- Manage the sales process, ensuring efficiency and effectiveness from lead generation to closing the sale
- Oversee the use of Customer Relationship Management (CRM) software to track leads, opportunities, and customer interactions
- Provide ongoing guidance, feedback, and professional development to enhance the team's competitive and results-oriented performance in achieving goals; ensuring team motivation through incentives, recognition, and a collaborative and positive work environment
- Generate creative and innovative solutions to address issues and challenges
- Lead high-value negotiations and close sales deals
- Provide regular updates to senior leadership executives regarding sales progress, challenges, and achievements
- Identify underperformance and make tactical adjustments to improve sales outcomes
- Be flexible in adapting to changes in the market or business environment, and update strategies to meet new challenges or capitalize on new opportunities

Qualifications:

- Self-motivated, organized, detail-oriented and results driven
- Ability to work independently and prioritize tasks effectively to meet deadlines and thrive in a fast-paced environment

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- Strong communication skills, both written and verbal, and a high level of comfort connecting and collaborating with new people and teams
 - Critical thinking, analytical, and decision-making skills are essential
 - Ability to handle objections, resolve conflicts, and address client concerns in a professional and diplomatic manner
 - Proficient computer skills and willingness to learn new programs as needed
 - Develop new skills through training, mentorship, and professional development opportunities
 - Bachelor's degree in business or Sales, Marketing, Communications or related field experience required
 - 1-2 years of experience in the foodservice industry and in business management
 - Experience with Salesforce CRM preferred
 - Commitment to upholding company core values

