

Job Title:	Area Sales Manager – National Safeway & Albertson’s
Department:	Retail Sales
Job Type:	Exempt
Education:	Bachelor’s Degree Preferred
Experience:	5 to 7 years
Career Level:	Early to Mid
Travel:	Ability to travel up to 60 percent
Company:	Atalanta Corporation
Mailing Address:	Elizabeth, NJ

Summary/Objective:

Area Sales Manager

Atalanta Corporation is seeking an Area Sales Manager to manage and grow our sales nationally to one of the largest, well-known supermarket chains in North America. In addition to calling on store locations, this position is responsible for developing programs for both corporate and division locations.

Atalanta is a family owned company that imports products from around the world that are found in the country’s largest retail supermarkets, specialty retailers and foodservice distributors.

Candidates should be familiar with the Atalanta business model and have a minimum of 5 to 7+ years of sales in the consumer packaged goods or specialty products distribution with a preference for prior business relationships at the Safeway Albertson’s Company. He/she must be able to demonstrate an understanding of the retail and specialty products distribution channels. A strong knowledge of specialty cheese is preferred.

Essential Functions:

- Develop a strategic sales plan to generate revenue and grow distribution of Atalanta products nationally within this supermarket chain.
- Manage the relationship with locations that purchase Atalanta products across multiple categories.
- Present Atalanta products in a professional manner to this retailer.
- Manage a multiple broker network.
- Develop and implement promotional plans and product pricing strategies in collaboration with the Atalanta product management group, and this supermarket’s corporate and divisional headquarters.
- Report sales activity on a timely basis and provide adequate feedback relative to variances in sales and profit targets
- Provide research data to internal constituents for product development and anticipated product launches
- Identify new distribution opportunities then establish, maintain and grow profitable sales
- Stay abreast of local market conditions that affect sales volume
- Develop product knowledge and participate in product training opportunities of all Atalanta product categories
- Ensure that product codes, quantities, prices, ship dates, delivery dates and all required order inputs are completed with the highest level of accuracy possible

Skills and Qualifications:

- Bachelor's degree preferred.
- Minimum of 5 to 7+ years of sales experience of food products to retailers, distributors and/or specialty grocery distributors.
- Proficiency in Microsoft Office and willing to learn other software programs as needed.
- Experience in food industry and with the Safeway and Albertsons Company.
- A strong knowledge of specialty cheese, canned fruits, vegetables, olives, tuna, oils, specialty vinegar and/or specialty meats is preferred.
- Ability to travel.
- Attention to details to ensure quality of work.
- Strong analytical and interpersonal skills, excellent organizational and communication skills, must show creativity and a passion for food and the food industry
- Other duties assigned as needed.

The Gellert Global Group is an Equal Opportunity Employer.

M/F/ Veteran/Disability.

All qualified applicants will receive consideration for employment without regards to race, color, religion, sex, national origin, disability or protected veteran status.