



Position: Full-time Specialty Sales Representative.

Schedule: Monday through Friday 8:00 AM-4:30PM

Reports to: Executive Committee Vice Chairman

Minimum Qualifications:

- Excellent communication skills, both written and verbal
- Advanced skills in Microsoft Office (Word and Excel) and Google GSuite (Docs and Sheets)
- Ability to prioritize and manage multiple projects under a changing sales environment.
- Ability to analyze prior programs to pull information from customers to determine and build upon their needs.
- Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume into territory reports. In addition, Ability to apply concepts of basic algebra and geometry

Preferred qualifications

- A bachelor's degree (B.A.) from a four-year college or university; or four to six years of related experience and/or training; or equivalent combination of education and experience.
- 2 – 3 years' industry experience in sales, customer service, marketing, business-to-business sales, or comparable experience
- Food industry sales background
- Ability to read, analyze and interpret general business documents and procedures.
- Experience writing reports, business correspondence, and procedure manuals.

Job Responsibilities:

- Execute all tasks laid out in the accompanying grant narrative
- Take an active role in expanding Ioway Farms' customer base
- Work alongside the sales and marketing consultants at Taste Profit
- Work with the marketing team to enable successful product launches and promotions
- Conducting annual reviews of sales figures and strategies
- Creating a sales pipeline and leading research for local Kansas and Nebraska retail and retail customers.

- Actively participate in attending local and regional farmer's markets for direct marketing.
- Contributing to the development of loway Farms' e-commerce platform
- Build and manage supplies in response to monthly demand forecasts
- Establish and maintain relationships with customers through regular contact
- Processing customer orders and working with other departments to meet clients' needs
- Acquiring new customers by following up on qualified leads

EXCELLENT BENEFITS PACKAGE!

To apply: Applications/Resumes can be mailed to 3345 B Thrasher Rd White Cloud KS 66094 attn: HR Director or e-mailed to ccolborn@iowas.org. Native American Preference is given (BIA Form 4432). For more information regarding this position, please call Cheyenne at 785-595-3258. Applications accepted until 4:30PM 03/12/24