

The VPS Companies

NOTICE OF SALARIED POSITION

November 17, 2016

JOB TITLE: Sales, Import/Export
LOCATION: Watsonville
SUPERVISOR: Matt Haas, VP, Sales
DATE OF OPENING: January 1, 2017
FLSA STATUS: Full-time, Exempt

Summary:

The incumbent is responsible for the growth and profit of the International Department. The incumbent will build on current sourcing relationships and build sales in all distribution channels. The incumbent will direct sourcing, manage the product flow, assure product safety and manage margin for the International Department.

Essential Functions:

- Direct the procurement of all International needs for Inn Foods Distribution, Industrial Ingredients and inter packer sales
- Secure Direct Sales to Customers:
 - Import sales to customers in US
 - Export sales
 - International Sales
- Vetting new and existing International vendors and customers
- Optimize logistics management- working with Inn Foods logistics and transportation vendors to secure Service Contracts and bids
- Customs Brokerage management- vetting, selecting, evaluating
- Direct Import and Export Clearance/ Documentation process- US Customs regulations, Duty Rates, FDA/ USDA, FSMA/ FSVP and Export requirements to various countries- verifying costs are in line with quotes
- Secure all Regulatory licenses, permits, insurances, etc. required for Importing, Exporting or International sales of frozen, canned and dry goods
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit to existing and new products
- Contact regular and prospective customers to demonstrate products, product features, and solicit orders
- Recommend products to customers, based on customers' needs and interests
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates
- Identify prospective customers through leads from existing clients, participating in organizations, and attending trade shows and conferences
- Monitor market conditions, product innovations, and competitors' products, prices, and sales
- Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and directing customer service

Requirements:

- Bachelor's Degree in Business Management or equivalent
- Minimum 5 years' experience with Import/Export Sales preferred
- Experience with Import and Export Regulations- import clearing process, export documentation process, duties, documentation, resolving regulatory non-compliance
- Knowledge of Import and Export Logistics (all modes of transportation)
- Product Knowledge- Varietal, Seasonal, Geographical availability, Organic standards as well as USDA Grading and other Global Standards
- Fundamental knowledge of Frozen Food Processing and GFSI/ FSMA standards in US and Globally for both Organic and Conventional products
- Experience and working knowledge with Food Safety, Microbiological and QA standards (both domestic and global as well as customer and governmental)
- Understanding of Frozen Food Cold Storage costs and procedures
- Familiarity with Frozen Food Packaging and Labeling regulations, requirements, costs and procedures
- Computer Skills- Word, Excel, Power Point, Internet, File Management
- International travel
- Foreign Language Skills
- The successful candidate shall be an energetic, effective, self-starter with strong verbal and written communication skills who is able to excel in an international sales environment
- Customer and personal service, critical thinking, negotiation, active listening, strategic planning skills required
- Meeting sales goals, negotiation, selling to customer needs, motivation for sales, sales planning, building relationships, coaching, managing processes and market knowledge, strong customer/channel understanding with analytical and decision making

Required Documents for consideration for this position:

A completed Employment Application and Resume can be sent to 310 Walker Street, Watsonville, Ca 95076 or e-mailed to toni@vpsco.com. Fax 831-632-0627

Our application can be found on our web site:

All Salaried positions must be posted on the company bulletin board for a minimum of 7 days prior to external recruitments. External and Internal candidates must complete an employment application for consideration of the open position.

The VPS Companies, Inc. is an EEO - M/F employer