

We at **Peirone Produce** are currently looking for an experienced **Produce Sales Supervisor** to join our team. Our reputation has been built on the solid foundation of integrity, high-quality products, competitive prices, and unmatched customer service.

Our **Produce Sales Supervisor** role is responsible for managing 6 to 8 internal sales team members, sales processes, and customer engagement. This role has responsibility for attracting, developing, training, retaining, and managing sales talent to achieve sales revenue and gross profit. This role is responsible for providing accurate and timely marketing information, analyses, recommendations, and facilitating good communications between the sales representatives and our customers.

This individual will be responsible for service level, category management including inventory control, driving sales within assigned commodities, interfacing with sales manager and staff, and profitability.

Essential Responsibilities:

- In conjunction with the Merchandising and Buying teams, develop programs and plans to achieve sales budgets and goals.
- Establish and maintain positive working relationships with our customers through direct store contact.
- Daily management of the sales teams to ensure the needs of both the company and our customers are met.
- Review daily and ongoing performance metrics for our sales team. Provide feedback and support to sales team members as needed.
- Provide support for development and execution of our semi-annual customer produce expos.
- As a part of our management team, enhance the image of the company and its products to all employees, customers, and consumers.
- **Monitor sales staff performance to ensure that goals are met.**
- Performing other duties as assigned.

Desired Minimum Qualifications:

- Bachelor's Degree (Business or related field), from an accredited institution, and/or equivalent work experience preferred.
- 3 – 5 years' experience in retail produce sales, restaurant produce sales, produce procurement, or produce merchandising in a retail sector is preferred.
- Successful experience as a sales representative or sales lead.
- Experience leading, coaching, mentoring a team of sales representatives.
- Demonstrated ability to communicate, present, and influence others credibly and effectively at all levels of an organization.
- Proven ability to drive the sales process from planning to implementation.
- Strong business sense with Produce/Grocery industry strongly preferred.
- Ability to develop strong working relationships with customers and staff.
- Strong aptitude for using computers and various software programs.

Why Join Our Team?

Peirone Produce has been in business for 70 years. During that time Peirone has become known as one of the premier suppliers for supermarkets and in Washington, Idaho, Montana, and Oregon.

We seek only those who stand out above the rest—progressive thinkers who push our company forward in a positive way. We work in a supportive team environment and in addition to our amazing culture, our employees enjoy many perks, below are a few of the highlights:

- **Salary starting at \$80,000 annually DOE. This position will NOT be eligible for commissions or bonus.**
- **Medical/Dental/Vision/RX Insurance Benefits - Peirone pays 100% of the premium for the employee and over 90% for your dependents!**
- Employee Assistance Program
- 401k Retirement Plan with an amazing Company match!
- Life Insurance for you and your family
- Short- and Long-Term Disability
- Vacation starts after your first year
- Six Paid Holidays, with two personal Float Holidays
- Paid Sick Days
- **Amazing Employee Discount Program to Include:**
 - **Company Car Auctions**
 - **Cash & Carry Discount**
 - **Warehouse Purchases**

Peirone Produce is an equal opportunity employer and provides equal employment opportunities to all individuals regardless of Race, Religion, Color, National Origin, Citizenship, Sex, Sexual Orientation, Gender Identity, Age, Disability, Ancestry, Veteran Status, Genetic Information, Service in the Uniformed Services or any other classification protected by state or federal law. We are also committed to providing a work environment that is free of all forms of discrimination, regarding recruiting, hiring, training, promotions, compensation, and all other conditions of employment. The selected candidate must be able to successfully complete a pre-employment background check, and drug test, as URM is a drug free workplace (*including marijuana*).