
Food Broker Resume

Job Objective

Seeking the opportunity to utilize my skills as an experienced Food Broker while helping company excel and meet long-term goals.

Professional Experience:

Food Broker, August 2005 – Present
Summit Food Marketing, Auburn, NY

- Represented full line of Food Service products to an existing customer base.
- Maintained ongoing relationships with established customer base.
- Made sales presentations to customer base and distributor sales representatives.
- Monitored distributor sales and developed new opportunities for growth.
- Reported daily activities via computer communication.
- Handled customer and supplier complaints.

Food Broker, May 2000 – July 2005
Acosta, Auburn, NY

- Followed up with sources and sales leads.
 - Updated knowledge about new product offerings.
 - Promoted products and increased sales.
 - Helped wholesalers and retailers manage their inventories.
 - Merchandised products in the end user's store.
 - Managed client files, prepared reports and recorded sales.
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Summary of Qualifications:

- Remarkable experience in the food service industry
 - Skilled in creating and executing successful sales promotions between brands and retailers
 - Sound knowledge of generating and developing new leads and promotions management
 - Good understanding of all major developments and trends in the food retail market
 - Familiarity with foodservice, food business practices, and food preparation
 - Ability to maintain relationships with key retail accounts and brands
 - Proficient in MS Office suite
 - Strong communication skills, time management and customer service skills
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Education:

Bachelor's Degree in Marketing, Baker University, Baldwin City, KS

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