
Food Sales Representative Resume

Job Objective

Looking for the opportunity to put my skills and experience to work for your company by acquiring a position as Food Sales Representative.

Highlights of Qualifications:

- Remarkable sales experience in food and beverage industry
 - Ability to regularly call on existing and potential customers
 - Ability to manage pricing and monitor credit term compliance
 - Passion for healthy organic, fair trade and sustainable foods
 - Solid verbal and written communication skills
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Professional Experience:

Food Sales Representative
Cheesecake Aly, Inc., Hugo CO
November 2006 – Present

- Nurtured business relationships with Foodservice accounts and handled distributors and large direct buying accounts.
- Extended desired information to customers as well as managed plans and objectives, meeting territory budget.
- Sold new accounts.
- Coordinated with all support staff.
- Coordinated in account trade shows, corporate events and activities.

Food Sales Representative
Pepsi Beverages Company, Hugo CO
February 2001 – October 2006

- Initiated trade to business sales relationships and formulated detailed proposals.
 - Attended conferences and stayed abreast with current industry related information.
 - Nurtured trusting relationships.
 - Handled prospects and designed sound promotional plans and recorded important data in the prospect database.
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Education:

Bachelor's Degree in Sales
Mount Aloysius College, Cresson, PA

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