



AVANTI RESTAURANT SOLUTIONS IS HIRING FOR AN OUTSIDE SALES DEVELOPMENT ROLE

Are you looking for a work environment where you can collaborate with other colleagues who are genuine and have a drive to succeed? Are you energized by generating new business through prospecting sales leads? Do you enjoy collaborating with others and working as a team? If this resonates with you, please apply at Avanti Restaurant Solutions for the position of Outside Sales Development.

Avanti Restaurant Solutions, a successful, privately held, \$40M company, is looking for someone to join the company in an Outside Sales Development role to work with the Senior Business Development Manager in the Business Development Department through driving sales efforts and new business revenue generation.

Please apply if you have all or most of the following skills:

- Ability to be personable, relate to, and energetically interact with people to develop relationships
- Ability to successfully multi-task, prioritize, and execute
- Ability to be extraordinarily resourceful both independently and collaboratively
- Driven to get the job done with a can-do attitude
- Professional and effective verbal and written communication
- Salesforce and AutoQuotes experience or ability to learn a new software program
- Willingness to travel up to 20%, as needed

Day to Day Responsibilities:

- Assist in prospect, contacting, and providing accurate RFP's to potential customers based on segments
- Understand pipeline, win rate percentage, and assist with accurately projecting sales wins
- Assist in accurately logging all relevant emails, phone calls and meetings in Salesforce on a weekly basis
- Available to customers requests and needs at all times
- Attend weekly sales meeting and bi-weekly staff meetings
- Assist sales estimator with quotes, as needed

The is a full time non-exempt position.

Salary: \$45-\$50k (depending on experience), plus commission after the first year

Benefits offered: Medical, Dental, Vision, 401k, 401k match, PTO, and company sabbatical

Location: California

Please send resumes to Nicolette@AvantiCorporate.com or apply at AvantiCorporate.com under "Careers".