



AVANTI RESTAURANT SOLUTIONS IS HIRING FOR AN OUTSIDE SALES REPRESENTATIVE

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 and closing new sales? If this resonates with you, please apply at Avanti Restaurant Solutions for the position of Outside Sales Representative.

Avanti Restaurant Solutions, a successful, privately held, \$50M company, is looking for someone to join the company in an outside sales development role. The candidate will work with the Senior Business Development Manager to generate new business and drive the sales effort to generate revenue.

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

- Proven track record for exceeding sales goals
- At least two years of face-face direct sales experience
- Ability to be personable, relate to, and energetically interact with people to develop relationships
- Ability to successfully multi-task, prioritize, and execute
- Professional and effective verbal and written communication
- Salesforce and AutoQuotes experience or ability to learn a new software program a plus
- Previous experience in the commercial kitchen or a construction related field is a plus

Day to Day Responsibilities:

- Prospect, contact, and develop relationships to generate new revenue
- Providing accurate RFP's to potential customers based on segments
- Understand pipeline, win rate percentage, and assist with accurately projecting sales wins
- Log all relevant emails, phone calls and meetings in Salesforce on a weekly basis
- Review the day's successes and challenges with your Sales Manager, gaining sales support as appropriate-- all administrative support people have a vested interest in your success
- Attend weekly sales meeting and bi-weekly staff meetings
- Assist sales estimator with quotes, as needed
- Willingness to travel up to 20%, as needed

This is a full time non-exempt position.

Salary: \$80 - \$120k inclusive of bonus and commission (depending on experience), after the first year

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

Please send resumes to ecambe@avanticorporate.com or apply at avanticorporate.com/careers