



AVOCADO THE WORLD'S MOST ADVANCED NETWORK



JOB TITLE: ASSOCIATE SALES REPRESENTATIVE
REPORTS TO : SENIOR DIRECTOR OF EXPORT SALES
DEPARTMENT : SALES
LOCATION : OXNARD, CA

We've grown to become the world's leader in producing, sourcing, distributing, and marketing fresh Hass avocados. As a vertically integrated and public company, our total focus is avocados. We provide customers in over 25 countries with the complete package—year-round supply, global availability, and value-added services.

Our partners are passionate and experienced growers from the most ideal avocado growing regions in the world. To supply customers with the world's finest avocados, we operate packing facilities in five countries and own 11 regional ripening centers worldwide. Our distribution centers and transportation capabilities ensure peak eating-quality avocados from the tree to the customer. And when it comes to food safety, we adhere to the Good Agricultural Practices (GAP) program and Good Harvesting Practices (GHP). We proudly share responsibility with our growers to ensure total satisfaction for our customers.

JOB SUMMARY

Works side-by-side with sales managers, production, shipping, allocation, customers, to ensure orders are accurately fulfilled to achieve Mission's sales and customer service goals. Develop, maintain, and build positive customer relationships to achieve maximum sales profitability, market penetration and growth of the department and company.

ESSENTIAL DUTIES & RESPONSIBILITIES

- Training on sales operating systems
- Become familiar with all International sales processes to provide back up, support coverage, and ideas for improvement to export sales team and management
- Audit sales support teams work to ensure accuracy and efficiency update sales managers by consolidating, analyzing, and forwarding daily action summaries

- Manage all customer specific documentation processes.
- Answer customers' questions about products, prices, availability, product uses, and credit terms maintain customer database by inputting customer profile and updates
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support
- Support the logistics department with documentation for claims.
- Perform other duties as requested

MINIMUM QUALIFICATIONS & REQUIREMENTS

- High School degree, or GED, required with 2 years of relevant experience
- Excellent interpersonal communication skills
- Customer focused
- Strong analytical and troubleshooting skills
- Strong computer skills and proficiency in Microsoft Office
- Ability to prioritize a variety of tasks, in a fast-paced environment, and meet deadlines
- Ability to travel up to 3 to 4 times per year with an estimated of 2 to 3 weeks on the road per year
- Systems Knowledge (I-trade, AS400, Food Link, Retail Link, etc.)
- College graduate with at least 2 years of work experience
- Bilingual (English/Spanish)

