



**Job Title:** Business Representative – Business Development Group

**Location:** Victoria - BC

**Job Type:** Full-time

**about tradex foods:**

Tradex Foods Inc. is a global supplier of quality, fresh frozen seafood. We serve processing, food services and retail clients across North America and throughout the world. Tradex' business strategy is centered on providing solutions – as such, we are continually adapting to an ever-changing industry in order to better serve our customers. Innovation is paramount to our success - Tradex is quickly becoming recognized for cutting-edge endeavors that benefit not only our customers, but also the environment and the end-consumers of our products. Today, Tradex is a progressive and enthusiastic company growing at an aggressive rate. In your role as Account Director within our Business Development Group you will be an integral component in our pursuit of positioning Tradex Foods as the global leader in quality frozen seafood processing.

**job description:**

As an integral member of our Business Development Team within our Domestic Group – you will be fundamentally responsible for building our domestic revenue stream via the implementation of targeted and strategic sales initiatives within the Food Service Distribution business sector of North America. This is not an Account Maintenance Role – it is an Account Growth Role. Based at our main corporate office in Victoria BC – and reporting directly to the Director of Business Development – you will be responsible for meeting and exceeding an aggressive growth target via web and phone initiatives and will be well compensated for your success. Travel is not required in this role.

**responsibilities & accountabilities:**

- Work collaboratively with the Business Development Team to drive new revenue growth within new and existing client portfolios
- Generate business plans to showcase independent target reaching initiatives
- Maintain detailed records of client activity levels and relationship status
- Actively communicate with the Tradex buying team to coordinate deals
- Complete all required legal and administrative documents for sales orders
- Constantly remain abreast of developments in the industry in order to more effectively meet client needs

**job qualifications:**

- Post-secondary education in business or relevant discipline required.
- **1 to 3 years** of business-to-business (B2B) sales experience - seafood industry experience considered an asset, but not necessary



- Proven ability to develop customized solutions across clientele resulting in long-term business relationships
- Strong customer-orientation; prompt issue resolution/follow-through skills
- Proven ability to set individual goals, monitor the progress of objectives against targets, and develop corrective actions or recommendations to ensure goals are met
- Effective time management and organizational skills to ensure effective coordination between sales initiatives and required deliverables
- In-depth product knowledge considered an asset, but not necessary

**additional skills required:**

- Motivated and results driven to meet sales targets and to build a loyal client portfolio
- Ability to work on a team
- Multi-tasking skills and detail oriented
- Conflict resolution skills
- Able and willing to learn new skills/product knowledge while on-the-job
- Basic computer literacy skills (MS Word, Excel) and willingness to learn new systems
- Enthusiastic, with a strong aptitude and a positive “can do” attitude

If you are an outgoing and ambitious individual who has exceptional communication skills and a passion for generating new business, then please consider a future with **Tradex Foods Inc.**