

MB Global Foods Inc. – Vaudreuil-Dorion, QC

MB Global Foods, a dynamic import/export company specializing in frozen fruits and vegetables marketed worldwide is looking for a motivated Account Manager to add to our Sales team. Our new bilingual candidate should possess strong negotiation, communication, and interpersonal skills, and be able to effectively manage a portfolio of customers and/or suppliers. This candidate will be able to work alone and in a team environment. We are looking for hungry applicants, as the more successful the applicant, the more of an opportunity for financial reward.

Responsibilities:

- Develop and maintain a strong portfolio of both customers and suppliers.
- Keep daily communication via both telephone and email of all your vendors/clients.
- Achieve monthly sales targets.
- Promptly resolve potential claims and customer inquiries.
- Work closely with Logistics and Vendor compliance to ensure products are delivered on time and within spec.
- Effectively monitor and communicate market trends to customers, suppliers, and members of the sales team.

Advantages

- Benefits available upon completion of probationary period (3 months)
- Competitive salary based on experience.
- Bonus Plan (based on Individual / Company performance)
- 2 weeks vacation
- Paid company mobile phone
- Opportunity for advancement within company
- Participation in social activities
- Team oriented, creative, and innovative company
- Summer Hours

Requirements:

- 1+ years of international sales or comparable business development experience.
- Post-secondary business degree is an asset.
- Proficient computer skills, including Microsoft Office (Outlook, Excel, Word).
- Working knowledge of SAP an asset.
- Superior communication skills (both oral and written).
- Fluently Bilingual in English and French is a must – Spanish and/or Mandarin an asset.
- An enthusiastic self-starter willing to work in an exciting team environment.

Please send your CV to hello@mbglobalfoods.com and note that while we appreciate all applications, only those being considered will be contacted.