SALES REPRESENTATIVE

Arethusa Farm Dairy, located in Connecticut’s Litchfield Hills, prides itself on producing a diverse line of premium dairy products. With control of the process from pasture to packaging we are uniquely positioned to craft products of uncompromising quality.

POSITION DESCRIPTION

What began as an experiment in raising world class cows has since evolved into one of the Northeast’s leading artisan dairies, with a full line of award-winning ice cream, yogurt and cheeses. We’re seeking a highly motivated, energetic salesperson to work with our small, dedicated team and help grow the Arethusa brand further. Our sales philosophy revolves around building lasting relationships with an array of chefs, specialty retailers and grocers – including local favorites and regional chains. As such, food industry experience is a huge plus, but an eagerness to learn, a sense of humor and a love of cheese and ice cream are essential.

The ideal candidate is excited about forging and strengthening relationships throughout the industry and working closely with some of the top restaurants and retailers in New England and the greater New York City region. This is a special opportunity to join a small, dynamic business – guiding sales as the company launches into its next phase of growth.

RESPONSIBILITIES

• Develop and strengthen relationships with current customers, while helping to seek out new accounts to support our distribution partners
• Keep an open communication with and help support distribution partners
• Work cohesively with all levels of the Arethusa team; wholesale, production, retail
• Support sales related activities, including trade shows and conferences, in store customer samplings, product sample request, etc.
• Train and coordinate sampling/demo team members
• Assist with educational programs within Arethusa as well as with our retail partners

QUALIFICATIONS

• Successful sales experience in the food and beverage industry, 2+ years preferred
• Strong organizational and planning skills
• Must thrive in a self-motivated and independent environment
• Willingness to travel widely, with occasional days in our Bantam, CT office
• Flexible schedule with availability for some nights and weekends
• Creativity and a sense of humor

To apply, send a resume and cover letter to matt@arethusafarmdairy.com