



## **RETAIL GROWTH / SALES HIRE**

Ziba Foods is looking for a Retail Growth / Sales hire who can work across the focus areas below. This person will work very closely with our Sales and Marketing team to drive retail sales.

This role requires travel throughout the year but can be based anywhere in the United States.

### **We're looking for someone**

#### **With:**

- Bachelor's degree or equivalent experience
- Minimum of 2 years experience working in a sales operations and/ or sales support related role within the CPG industry
- Working knowledge of industry distributors, broker relations and the retail grocery landscape, as well as third party customer portal familiarity
- The ability to manage multiple projects both between internal company departments and with external parties/customers
- Excellent communication skills with the ability to work well in flexible team structures

#### **Who can:**

- Work closely with our Sales and Marketing teams to implement a plan for driving increased awareness and revenue growth in retail stores, as well as optimizing retailer retention
- Help plan and execute retail promotions / campaigns, digital marketing & couponing, and new store launches
- Maintain and develop relationships with retail buyers & manage the relationship with our existing grocery accounts
- Plan, organize, and attend industry trade shows
- Travel across the United States to visit stores and meet with retailers and attend trade shows
- Fully embody the values of the brand and represent the brand effectively to external parties

#### **Who is:**

- A self-starter who is eager to learn and who works well in a hands-on team environment.
- Extremely organized, positive & detail-oriented
- Passionate about fostering relationships & community-building
- A quick learner & problem solver
- Enthusiastic, personable, outgoing, and flexible

If this is you, please email [marketing@zibafoods.com](mailto:marketing@zibafoods.com)

Subject line: RETAIL GROWTH / SALES HIRE

Please include your resume as well as a few short sentences about why you're perfect for this role and where you are based.