

# Marketing Associate

## Outside Sales - Food Service / Restaurant



[www.syscoeast.com](http://www.syscoeast.com)

### Now hiring for most of our markets:

- Greater Milwaukee Area
- Oak Creek
- Waukesha / Brookfield
- Sheboygan
- Lake Geneva
- Oshkosh / Fond du Lac / Green Bay / Appleton
- Iron Mountain / Houghton, MI

### Put your outside sales experience to work at the Nation's #1 food services provider!

This is a highly visible opportunity for someone who can work independently, build, and develop an account base through a consultative approach to selling. Sysco Marketing Associates enjoy financial success, personal growth, professional skills development, an unbelievable benefits package, and upward mobility. You will be a key contributor to the success of our dynamic organization!

### Responsibilities include...

- Plan sales calls and strategies to meet growth objectives. This would include keeping abreast of current market trends, enter and monitor orders through data entry systems, and grow current customers while winning over new ones.
- Build rapport with existing customers, and cold call to establish relationships with prospects.
- Accurately convey information about products, services and pricing.
- Handle customer receivables.
- Provide menu analysis and profitability suggestions for customers in exchange for growth opportunities.
- Communicate with and utilize all internal support systems, people and technology to satisfy the customer.

### We offer an exciting career with a Fortune 100 Company...

- An excellent benefits package including stock, pension, 401(k), healthcare, life/disability insurance, and more!
- An opportunity to write your own paycheck under our commission program.
- An outstanding training program in both job skills and product knowledge.
- An enjoyable work environment with supportive management committed to helping you succeed.
- Upward mobility; the top managers in our company started out as Marketing Associates. You can truly take your career as far as your abilities and desire will go at Sysco!

### We require strong selling skills...

- Successful sales experience and/or food service experience
- A self-starter with a history of success
- Ability to thrive in a fast-paced, continuous learning environment
- Strong personal relationship building skills
- High energy and prospecting skills
- Integrity
- Strong service culture
- Reliable personal vehicle and a clean driving record

### Preferred...

- College degree in Business, Sales/Marketing, Hospitality, or Culinary area preferred (will consider equivalent experience)

### Company Description

Sysco is the global leader in selling, marketing and distributing food products to restaurants, healthcare and educational facilities, lodging establishments and other customers who prepare meals away from home. Its family of products also includes equipment and supplies for the foodservice and hospitality industries. The company operates 180 distribution facilities serving approximately 400,000 customers. For the fiscal year 2010 that ended July 3, 2010 the company generated more than \$37 billion in sales. In 2010, Sysco ranked 55th overall on the Fortune 100 list, and #1 within Wholesalers: Food and Grocery Industry.

### How to Apply:

Submit [your resume](#) and a [completed application](#) via our careers page at [www.syscoeast.com](http://www.syscoeast.com)

**No phone calls please!**

**Equal Opportunity / Affirmative Action Employer**