Sales Representative Latin America / Caribbean

Job description

Tomex in practically the last 3 decades has gone from a small anonymous North Jutland firm that followed in others' footsteps to now being a global leader in frozen and refrigerated food products. Tomex now numbers approx. 100 employees and boasts sales offices in USA, Denmark, Argentina, Serbia, Poland, Sweden, Dominican Republic, Colombia, China and Vietnam.

Through several years of business, we have grown and expanded a world-wide network of reliable suppliers. With non-stop hard work, and by hiring highly qualified associates, we continue to farther cement our name on the international scene.

Currently we are looking for a team member to join our Sales Department concentrating on assigned Latin American and Caribbean markets from the USA office with following tasks:

- Quoting Clients
- Daily communication with customers
- Follow up on offers sent and gathering market feedback
- Follow up on closed orders
- Cold calling potential customers
- Build Client lists
- Customer service

This job will require occasional domestic and international travel to the markets you service.

Essential Traits

To be successful in this role the ideal candidate should be:
- **A self-starter and experience in export of proteins**
- Fast learner
- Passionate about international sales
- Adaptable
- Thorough
- Able to hit goals and sales metrics
- Eager to learn and grow with the business
- Team-player
- Excellent communicator both internally and to clients
- Detail oriented with workflow
- Not afraid to ask questions
- Excellent written and verbal communication skills.
- **Bilingual Spanish/English**

This role requires relevant experience.
This role requires proficiency in Spanish and English.

Benefits:
- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Parental leave
- Tuition reimbursement
- Vision insurance

Please send job application and CV to; JG@tomex.com

Schedule

- 8 hour shift
- Monday to Friday

Ability to commute/relocate

- Lombard, IL 60148