

CANNON FISH COMPANY



Sales Associate

Founded in 1991, we offer a wide range of products sourced from around the world and supply high-quality seafood to diverse customers in the food service, wholesale, retail, and institutional markets. Cannon Fish Company is a vertically integrated seafood company with operations in Alaska and Seattle, with a national and international sales presence. As a subsidiary of Aleutian Pribilof Island Community Development Association (APICDA), a non-profit dedicated to developing stable local economies in six rural Alaska villages; we operate under an extraordinary and fulfilling mission.

We are seeking a highly motivated individual to fill an opening as a Sales Associate.

Job Summary:

- Calling on assigned customers
- Creation of new accounts
- Call List reporting daily
- Creating / negotiating deals, programs, promotions with customers / prospects
- Creating and sending pricelists, including small cuts, trim and blowout/hot sheets
- Filing of sales confirmations
- Entering orders / allocating lots
- Creating and emailing / faxing sales confirmations.
- Communicating approved pricing / availability to customers.
- Solving / remedying sales order issues with customers
- Lot clean outs / inventory clean out recommendations.
- Streamlining tasks and department in general.
- Assist in the movement of problem inventory items
- Customer visits as needed to develop business – very limited

Job Requirements:

- Covering other team's accounts while out of office
- Organizing and packing customer samples, picking up from warehouses
- Order entry for other sales team members, primarily FSA and Holland
- Coordinating all USDC lot inspections and formation of certificates, including export
- High Liner custom processing support, coordinate production and container loading
- Notifying Production and Sales Manager of program / contract needs (FSA primarily)
- Organizing trade show attendance and scheduling; all bookings and samples
- Marketing documents such as PowerPoint docs

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- Update sustainability information for all retail vendor portals, Sobey's, Publix and Whole Foods
- Maintain general sales email account and respond to all website inquiries
- USDC billing review

Special Projects:

- Forklift Training 04/2016
- HACCP Certification training

Secondary Roles & Responsibilities:

Warehouse / "Runner" Responsibilities

- Occasional stock transfers for production
- Picking up production materials and supplies, i.e. packaging, ice, etc.

Sales & Customer Service Rep (see job profile)

- All roles and responsibilities.

Marketing & Office Administrator (see job profile)

- Sales order processing and invoicing
- Organizing NWFA participation
- Sending out trade reference requests for new customer credit review
- Ordering customer holiday gifts and other promotional material

Apply:

Salary DOE, Competitive benefit package including medical, dental, vision and 401K

Position provides excellent growth potential for the right individual

Please email resume and cover letter to cannonfishcompany@gmail.com

Visit us at www.cannonfish.com, only qualified applicants will be contacted. Equal Opportunity Employer