



Market Sales Representative

Attention Fresh Produce and Sales Experts!

Do you have a passion for sales and customer service? Do you have experience working in the fresh produce industry? Are you looking for an opportunity to achieve your goals with a successful company?

If you answered "yes" to any of the above, then Gambles might be the right place for you!

Who are we?

At Gambles, produce is everything. Our business provides of the widest assortment of top quality fruits and vegetables for the wholesale, foodservice and retail sectors. With a history dating back to the early 1900's, Gambles has grown and evolved in to one of the largest produce wholesalers in all of Ontario. Our goal is to not only be the supplier of choice for all of our customer's needs, but an employer of choice for "top talent" candidates and employees.

Integrity, Respect and Teamwork are the values we strive to demonstrate in our culture at Gambles. It is these values that drive every aspect of our business, especially with our people. Our people are the backbone of our business, which is why we are continuously looking to develop our people and bring super-stars onto our team!

Job Description

As a Market Sales Representative you will be working with a fantastic team in a fast paced environment at the Ontario Food Terminal – located in Etobicoke at 165 Queensway. This position is full-time and will require flexible working hours in order to suit the needs of the business, which will include early mornings and weekends.

Responsibilities:

- Establish strong business relationships by providing excellent customer service to our customers from wholesale, retail and foodservice industries
- Maximize sales by partnering with customers to provide unique value added product solutions
- Monitor regional market pricing to ensure accurate customer pricing
- Ensure budgeted revenue and gross margin targets are met
- Maintain accounts and manage customer inventory
- Forecast supply and demand for our commodities
- Follow current sales plan by working effectively with sales and operations team members
- Collaborate with our buyers on bookings and promotional items



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- Work in partnership with our Inside Sales and Customer Service team to support the allocation and pre-booking process for repeat customers
 - Cover for floor staff during vacations

Qualifications:

- Previous buying and sales experience in fresh produce industry (retail and/or wholesale)
- High school and/or college diploma
- Strong computer aptitude with experience using Microsoft Office

Competencies:

- Excellent interpersonal and communication skills
- Proven ability to build strong working relationships at all levels of an organization
- Strong customer service skills
- Excellent negotiation, influencing and problem solving skills
- Proven ability to plan, organize and prioritize workload
- Capable of adapting to changes in the work environment, and manage competing demands
- Ability to work independently and as a part of a team
- Ability to take and act on constructive feedback

Please send resumes to: jobs@goproduce.com

We thank all those who apply for their interest but only those selected for an interview will be contacted.

Please note that Gambles Ontario Produce Inc., is an equal opportunity employer located in a heritage building with our main office at 165 The Queensway, Suite 240. During the recruitment process, if you require any accommodation please reach out to accessibility@goproduce.com request the required arrangements.