



Sales Representative – Asian Chains

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:

The main responsibilities of the position are to provide administrative, clerical, and analytical support to the Account Manager – Asian Chains. The candidate will be dealing with the Asian produce market and must be fluent in English, Mandarin and Cantonese.

- Create and manage sales reports
- Work with Account Manager to track sales for Asian customer base and identify opportunities for increasing revenue
- Work with Buyers to identify lead-time for bookings and follow up on load arrivals for customers
- Management of customer orders in Edible, including managing pre-bookings and allocations as directed by Account Manager
- Communicate "deals" and special pricing to customers, as directed by Account Manager
- Analytically track deficiencies and make recommendations to improve the business
- Manage communication and documentation for customer base
- Work with Marketing to help develop promotions plan for seasonal activity
- Look at continuous opportunities in improving our customer service process, and make suggestions accordingly to Operations
- Other duties and projects as assigned

Minimum Requirements

- Strong verbal and written communication skills in English, Mandarin and Cantonese.
- Excellent ability to multi-task
- Strong analytical Skills
- Strong interpersonal skills



- Ability to work well under pressure
- Strong attention to detail
- Strong computer skills including email and entire MS Office suite
- Must be able to work early mornings as well as Sundays

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

Interested parties should apply to jobs@goproduce.com

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 email accessibility@goproduce.com in order to notify us of your required arrangements.