

Sales & Business Development Representative

Who are you?

We are looking for a Sales & Business Development Professional to join our Go Fresh team in the unique, ever-changing produce industry! We need someone who is passionate about produce and excited to utilize their sales and marketing experience to help us grow our business. Our Business Development Professional's key focus is to identify new sales leads, and pitch our products and services to new and existing customers.

Who are we?

At Gambles, produce is everything. Our business provides 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 also an employer of choice for "top talent" candidates and employees.

Why Gambles?

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! We have a "hire-from-within" mentality at Gambles, which means we put extra focus on developing our people and giving them unique career advancement opportunities. Just like our products and our customer-base, we love to see our people grow!

We offer a competitive benefits package with employer covered health and dental benefits (you don't pay the premiums!) and a company matched Pension Program for our full-time employees who have at least 12 continuous months of service.

Plus, we have a stellar Social Committee that works to plan fun events and activities to support our culture at Gambles! At Gambles you won't just get a job, you'll get a second family.

Our Locations

We have two locations which are both in Etobicoke Ontario – the Ontario Food Terminal located at 165 the Queensway and our Distribution Centre at 302 Dwight Avenue.

The Ontario Food Terminal is Canada's largest wholesale Fruit and Produce Terminal. It ranks amongst the top four Terminal Markets in Canada and the United States by volume of produce distributed.

Gambles services a variety of customers out of the Terminal including local farmers, local fruit and vegetable stores, independent and chain supermarkets, retailers, restaurateurs, foodservice, caterers, farmers' markets, farm gate markets, florists, garden centres, landscapers, convenience stores and institutions.

Our Distribution Centre is a state-of-the-art 65,000ft facility that caters to our program retail and foodservice accounts.

Job Description

This position works out of the Ontario Food Terminal market and reports to the Vice President of Sales and Buying. Our ideal candidate is able to work a flexible schedule in order to accommodate the needs of the business which may include evenings and weekends.

Responsibilities:

- Research potential North American customers by utilizing various research and lead generation methods
- Contact potential clients to arrange meetings and establish rapport
- Develop quotes and proposals based on market research to establish competitive edge
- Prepare and present business proposals to internal stakeholders and external customers
- Assist both Distribution Services and Direct Import desks, as dictated by business needs
- Collaborate with the Marketing team to prepare and deliver sales proposals to prospective clients
- Attend industry events, meetings, and conferences, as required

Qualifications:

- Minimum 5-10 Years of Sales and/or Business Development experience
- At least 3 years of produce knowledge and experience
- Knowledge of CFIA regulations, import restrictions, and food safety an asset
- Previous warehouse environment experience preferred
- Must be able to work a flexible schedule as the produce industry is a 24/7, dynamic business

Competencies:

- Strong verbal and written communication skills
- Strong negotiation, follow up and sales abilities
- Proven problem solving and decision making skills
- Demonstrated ability to work independently
- Ability to collaborate with team members at all seniority levels



- Detail-oriented and well organized
- Ability to manage competing priorities and meet deadlines in a fast-paced environment
- Strong computer skills with emphasis on Excel, PowerPoint and Outlook

Interested parties should apply to jobs@goproduce.com

Please note that Gambles Group 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.