

WORTHINGTON® Inside Sales Rep - Plant Based/ Natural

Job Description:

WORTHINGTON® is a dynamic, fast growing brand (owned by Heritage Health Food, Inc.) committed to inspiring healthy, vibrant lives. An innovative leader in the plant-based meat alternatives space, our portfolio includes meatless meats in both vegan and vegetarian categories. To learn more, please visit eatworthington.com.

Our Inside Sales Representative will be responsible for enhancing our customer experience through excellent service. This position will develop new and existing relationships with independent retailers, primarily in the natural & plant-based channels through outbound sales calls. To be successful in this role requires strong sales and communication skills to build instant rapport, understand retailer needs, present sales initiatives and be able to close sales to meet target goals. Ability to multi-task, prioritize and organize accounts at various growth stages from initial contact, portfolio presentations, processing orders and report recaps.

Primary Job Duties:

- Work closely with the Sales Team in executing strategies to achieve targeted sales goals.
- Communicating with customers, making outbound calls and emails to existing and potential customers, and following up on leads.
- Answering customer questions and follow-ups timely.
- Creating a concierge level experience with consistent communication and deliverables.
- Understanding customers' needs and identifying sales opportunities.
- Maintaining an accurate sales tracker database of current and potential customers.
- Presenting sales promotions, product updates, product education and service information.
- Stay updated on relevant competitive products and services.
- Utilize sales data to optimize sales objectives.
- Qualifying new leads.
- Closing sales and achieving sales targets.
- Other work as needed.

Experience and Skill Requirements:

- High School diploma or equivalent.
- 2+ years of outgoing sales call experience.
- Sales experience in Natural Foods Industry preferred.
- Proven track record of successful sales productivity.

- Ability to develop and maintain strong business relationships.
- Strong negotiation, closing sales and creative solutions acumen.
- Excellent communication skills, both written and verbal.
- Excellent phone and cold calling skills.
- Exceptional customer service skills.
- Proficiency in Microsoft Office with strong emphasis on Excel.
- Ability to multi-task, prioritize and organize to meet performance objectives.
- Ability to work independently in remote/home office environment.
- Preferably be located within the East or Central time zone.

Additional Info:

The WORTHINGTON® brand recognizes the important roles of each staff member toward the teamwork contribution to our company's mission, values, and goals. Candidate should be experienced with working independently at remote/home office. Though majority of work requires phone/email communication, candidate should be proficient and comfortable with webinar type meetings. This position allows a flexible work schedule, though primarily will be Monday through Friday morning to early afternoons Eastern Standard Time (EST).

Compensation Overview:

Salary range is around \$40k for full time employment, benefits available per company policy, home office based with preference in the Chattanooga area but open to other Eastern or Central Time Zones.