Business Development Representative - Food Products

Description

Business Development Representative – Food Products (NOC 64101). Bliss Gourmet Baked Goods Inc is a Canadian food manufacturer producing cookies, shortbread, fruit cake and other baked goods for grocery stores, independent retailers and specialty food stores. One vacancy. Permanent, full-time employment, 35 hours per week. Start as soon as possible. Work language: English. On-the-road work in Winnipeg, Manitoba and surrounding areas, visiting customer locations. There is no fixed local worksite. Employer headquarters: 541 Jarvis Ave, Winnipeg, MB R2W 3B2. The location category and postal code refer to the headquarters; the sales territory extends throughout Winnipeg and surrounding areas. Guaranteed base wage: CAD 33.00-36.00 per hour, based on relevant experience. Sales and new-account bonuses are additional. Mileage/fuel allowance is provided separately.

Duties

Develop wholesale food sales with grocery stores, independent retailers and specialty food stores in Winnipeg and surrounding areas. Prospect and contact buyers, present products, arrange samples and demonstrations, prepare quotations, negotiate orders and support account setup. Maintain customer relationships, follow up on reorders, coordinate with delivery and

Closing Date

January 11, 2027

Categories

Sales

Employer

Bliss Gourmet Baked Goods Inc

Location

Point Douglas

Address

Employer headquarters: 541 Jarvis Ave - On the road throughout Winnipeg and surrounding areas Winnipeg, R2W 3B2

Job Type

Full-time

Education Level

High School

operations, maintain sales records and report customer and market feedback.

Qualification

Secondary (high) school graduation certificate. English communication skills. Two or more years of relevant business development, B2B sales, food sales, CPG or retail sales experience is preferred, not mandatory. Food industry knowledge is an asset. Strong communication, negotiation, organization and customer relationship skills. Valid driver’s licence and reliable transportation; willingness to drive and travel regularly within the assigned territory.

Wage

$33.00 - $36.00

Email

hr.blissgourmet@gmail.com