**CFS Account Executive**

**Job Description**

**Who We Are:**

Comprehensive Food Safety provides expert consulting, auditing and training solutions specializing within the ever changing food industry. We service both regional and national accounts in the food industry including food processing plants, retail food establishments, food distributors and members of the food industry. Our staff consists of highly skilled professionals and credentialed sector specialists.

Comprehensive Food Safety maintains the absolute highest standards for food safety consulting services and partners with clients to support their food safety and business needs.

**Requirements: Who you are:**

The Account Executive must be results-oriented, competitive, a self starter and an expert at prospecting and net-working. The Account Executive will be calling on small to medium sized food processing/manufacturing/distributing establishments

* Cold calling and prospecting for new business opportunities
* Learn and maintain knowledge of CFS services, solutions and offerings
* Represent yourself and the company brand as a premium provider of food safety consulting, auditing an training solutions
* Writing and presentation of sales proposals

Experience & Qualifications

* Bachelors Degree
* Five years of outside sales experience
* Experience with cold calling and prospecting
* Excellent communication and presentation skills
* Superior organization and time management skills
* Strong work ethic, self-motivated, and desire to succeed
* Must have valid drivers license in good standing
* Must pass pre-employment background check and drug screening
* Must be willing to travel locally 75% of the time

Comprehensive Food Safety offers a great working environment which will include:

* Competitive base pay
* Commission
* Health Benefits
* 401(k) with company match
* Company Vehicle
* Company Cell phone
* Laptop

Equal Opportunity Employer: disability/veteran

Job Type: Full-time

**Application Questions**

**You have requested that Indeed ask candidates the following questions:**

* How many years of sales experience do you have?
* Have you completed the following level of education: Bachelor's?
* Are you in Westwood, NJ?
* Are you authorized to work in the following country: United States?
* Are you willing to undergo a background check, in accordance with local law/regulations?
* What percentage of the time are you willing to travel for work?