

# Chicago Meat Authority Career Opening



## Experienced Sales Person

Put your sales experience to work delivering results that will be richly rewarded!

We are adding top performers to our team!

The ideal candidate will be high-energy, goal-oriented and possess a great rolodex.

If you love the phone, aren't afraid to cold call and prospect, can deliver big results and want to be paid for it then this is the job for you.

Chicago Meat Authority [CMA] is privately held, growing from \$6 to over \$70 million in sales in just 15 years. Employing over 300 people on three shifts, CMA specializes in delivering customized, value-added beef and pork products primarily to customers in the U.S. and also across the world.

## Primary Accountabilities

- Translate advanced business knowledge and sales experience into increasing sales volume and gross profit contributions.
  - Develop new business opportunities and cultivate into repeat business with a close rate that meets or exceeds goals.
- Identify and target potential clients and ensure that all business opportunities are optimized, using internal/external contacts.

## Skills/Experience

- Successful track record of lead generation and qualification
- Must be a closer!
- Experience optimizing existing customer relationships
- Experience increasing sales volume and margin contributions
- Meat and/or food industry experience highly desirable

## Personal Traits

- Superior influencing, interpersonal and communication skills
- Perform as an aggressive self-starter with a sense of urgency, a high energy level & a strong work ethic
- Ability to prioritize and multi-task, organizing own workload to maintain high quality and output while achieving goals
- Leads with integrity, is reliable, trustworthy and self-confident

**Office Location: 1120 West 47<sup>th</sup> Place, Chicago, IL 60609**

## Please Send Resumes to:

Human Resources, PO Box 9365, Chicago, IL 60609

Emails appreciated, send to [recruiting@chicagomeat.com](mailto:recruiting@chicagomeat.com) or Fax to 773-254-5851, Attn: HR

**Disclaimer** - The statements herein are intended to describe the general nature and level of work being performed by the employee in this position. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of an employee.