



CHICAGO MEAT AUTHORITY JOB POSTING

Account Manager – Portion Control

Chicago Meat Authority (CMA) is proud to have celebrated 27 years in the food industry. Located in Chicago's historic Stockyards, CMA is a forward thinking processor of value added beef, pork, and poultry items with a strong focus on selling the Healthcare, Hotel, and Institutional Markets (HRI), meat purveyors, and Multi-unit regional and national chains up to and including big box stores. In addition, CMA specializes in custom cuts for further processors including but not limited to grinding operations, deli manufacturers, and the prepared entrée market.

CMA is seeking an individual that is highly motivated, results oriented, and enjoys working in a fast paced environment. This person should be dynamic with an ability to achieve specific goals through commitment and buy-in of current and new customers.

The position requires someone who is self-confident with an extroverted style that can enliven, engage and positively impact individuals and groups. Possessing confidence with an engaging and emphatic communication style is essential.

Because goals and desired results can quickly change, the job requires regularly meeting and pro-actively establishing relationships with new groups. The ability to understand, quickly react and motivate others is a critical key to success.

Essential Functions:

- Profitably grow the CMA line, including prospecting and opening new distributors, national accounts, and regional chain accounts
- Work with current CMA key customers to ensure relationship building and support sales.
- Network within the industry to identify new business opportunities
- Maintain accurate records on all contacts, including up to date information on business activity.
- Champion CMA as a partner and have the ability and talent to tell the CMA story
- Represent CMA at trade shows and events with a well-prepared, well-displayed booth
- Any and all duties as assigned

Capabilities and Experience

- Ability to travel up to 50% of the time
- Successful track record of lead generation and qualification, prospect development and most importantly – closing deals
- Strong networking skills, including a passion for meeting people and for relationship building that delivers strategic results
- Ability to prioritize and multi-task, organizing own workload to maintain high quality and output while achieving set deadlines and targets
- Organize expenditures with the goal of using company funds in a responsible manner

Required:

- Live in the greater Chicagoland area with the ability to work from CMA's Corporate Office
- 5 years + Foodservice industry experience
- Must be able to demonstrate past account responsibilities and success with either top foodservice distributors, national accounts, and/or regional chains
- Knowledge of the industry and sales in general
- PC Proficient

Preferred:

- Meat industry experience
- Bachelors degree in Management, Marketing or related field
- Culinary skills

Equal Opportunity Employer: *Race/Color/Sex/Sexual Orientation/Gender Identity/National Origin/Disability/Vets*