



FREMONTA

MicroTally®

FREMONTA Corporation strives to improve food safety by providing innovative and superior sampling and testing technologies. We are committed to manufacturing extremely high-quality and cutting-edge products that help the food industry to ensure food safety and improve quality. We comply with all ISO 9001:2015 standards, customer requirements, and regulations. We are committed to continually improving our quality management system and processes to deliver excellent products and enhance customer loyalty and satisfaction.

To better serve our customers' needs, we are looking for a sales representative to join us. If you fit the following descriptions, we welcome you to apply.

Sales Representative

Desired Qualifications:

- Sales and or marketing experience in the food industry – preferably food safety related
- Track record of accomplishments with customers in an external sales situation
- Good communication and interpersonal relations skills
- Basic understanding of food processing and some level of exposure to production operations in a plant environment.
- Basic understanding of microbiological concepts and related food safety implications.
- Bachelor's degree in business and/or microbiological science or related undergraduate study from an accredited College or university. MBA is a plus, but not required.
- Familiar with Word, Excel, PowerPoint, Outlook, HubSpot. Website management skills is not required but is a plus.

Main Responsibilities:

- Overseeing and executing all sales activities with all customers
- Identifying, initiating contact, and following through with Sales calls and presentations
- Preparing sales projections and budgets
- Connecting with customers on a regular basis to maintain positive relationships
- Reviewing key marketing materials available from industry sources
- Tracking and analyzing sales statistics based on key quantitative metrics
- Researching potential sales opportunities with customers – new and existing
- Working closely with Operations, Research and Administration to keep all informed on all critical customer input and opportunities
- Creating sales and marketing materials such as sales brochures
- Updating Website information with press releases, and related news and information
- Attending, actively participating and being responsible for booth activities for industry conferences and shows.

To Apply: Please email your resume and cover letter to Garth@fremonta.com