

Northland Natural Pet
3830 Cheatham Avenue South
Minneapolis, MN 55406

Territory Outside Sales Representative

Distributor Sales Rep.- Pet Industry Opportunity



We are seeking a sales professional to join our team. This opportunity is excellent for a sales professional who enjoys building relationships and helping customers achieve their goals.

Northland Natural Pet is a wholesale distributor of pet products, specializing in natural & holistic pet nutrition. Our customers are independent pet supply retailers and pet professionals that share our desire to improve pet health and happiness.

Job Summary

Meet with prospective and existing customers to help establish Northland Natural Pet as a distributor partner retailers count on for outstanding service and superior product & brand selection.

This role requires a successful representative to build and maximize relationships with retail stores; identifying prospective & current customer business strategies, needs and budget and customizing suggested orders. Travel outside of the Twin Cities Metro & surrounding area is approximately 50-80%. Primary territory is MN, WI, IA, ND, SD & NE.

Objectives

- Visit current and prospective customers.
- Maintain our reputation as a respected & trusted distributor specializing in natural & holistic specialty brands.
- Identify opportunity for new product/brands placement with existing accounts.
- Identify new customer opportunities and maintain a cycle prospects. Generate new accounts.
- Organize & maintain route schedule to connect with existing & potential customers in territory.
- Place new store sets and merchandising improvements.
- Support and utilize company and vendor promotions.
- Provide in store product training for store employees and/or pet owners.
- Consumer events to present, demonstrate products & gain consumer awareness of our brands.
- Develop relationships with manufacture reps, including ride alongs and sales support ideas
- Communicate with team members & coordinate sales/service with inside sales/service staff.
- Product and brand knowledge – continued learning.
- Maintain a clean driving record.

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Desire Qualifications:

1. Sales Experience B2B or B2C
2. Friendly and clear communications skills.
3. Excellent time management
4. Knowledge of pet ownership and/or pet nutrition industry
5. Knowledge of nutrition and holistic health care
6. Proficient with MS Office

Compensation

- Competitive Salary
- Retirement Plan/Profit sharing
- Health Reimbursement Plan, Dental Insurance
- Product discount
- Paid time off
- Holiday Time

Submit cover letter, resume to: Dawn Peterson– President dawn@northlandnaturalpet.com

About:

Northland Natural Pet is a wholesale distributor of pet food & supplies. We are proudly dedicated to natural & holistic nutrition. There is a reason we have been around for 25 years Customers come to us for high-quality natural pet product brands, high level of customer service, and our knowledgeable team. Northland is also known for our commitment to successfully growing the brands we represent.