



JOB POSTING: Sales Co-ordinator

Vancouver Farmers Markets is seeking a part-time Sales Coordinator to promote and coordinate their food service sales division - Vancouver Farmers Markets Direct (VFMD). Responsible for the sales and promotion of products to new and existing wholesale customers across the region, the Sales Coordinator will work to increase the sale of BC grown local food in Metro Vancouver.

Position: VFMD Sales Coordinator – Part Time 15-20 hours/avg weekly

Reports to: Project Manager

Salary: \$20 000 per year/salary plus commission on new sales. One week vacation after 6 months employment.

Job Description:

- Lead sales of local food to achieve sales targets
- Work with regional restaurants, institutions and businesses to develop relationships and increase local food purchases/membership in multi-farm CSA program
- Communicate buyer preferences and product requests to Production Manager
- Work with the VFMD team to develop education, outreach and marketing strategies
- Co-ordinate with Delivery and Customer Service Rep to ensure delivery standards are met and sales leads are pursued
- Bring creativity and innovation to reaching goals

Qualifications: Successful candidates will have the following qualifications:

- Sales experience and ability to articulate the values of local food to clients effectively
- Must have a knowledge of the food service industry in Metro Vancouver that is applicable to purchasing and preparation of food.
- Strong marketing and business knowledge, including record keeping reporting
- Knowledge of local food in BC
- Well organized and ability to work well with little supervision

- Strong drive to achieve goals and targets
- Excellent communication skills
- Excellent problem-solving skills
- Valid BC driver's license and access to a reliable vehicle
- Previous experience working with a not-for-profit or social enterprise is an asset
- Ability to lift up to 50 lbs

Start Date: March 2017

Deadline for applications: March 10, 2017

Please mail applications to roberta@direct.eatlocal.org with the subject line "VFMD Sales Co-ordinator"

Applications must include a resume and cover letter.

While we thank all applicants for their interest in VFM Direct, only those candidates selected for an interview will be contacted.