

BUTTERBALL® FARMS, INC.

Imagine Butter Differently

Butterball Farms, Inc. is a world-class food manufacturer on a mission to enrich lives! Recognized globally for our amazing culture, we have been recognized as a West Michigan and National Best and Brightest company to work for four years running. With over 60 years in the industry, Butterball Farms, Inc. works hard to enrich the lives of our customers, employees and community. We imagine butter differently, have a highly recognizable client list and are known by our customers for our innovation, reliability, responsiveness, and our value-add approach to business. We are financially sound, rapidly growing and poised for continued success.

Business Development Representative

Summary: Butterball Farms Butter is looking for an entry level Business Development Rep to improve our market position and achieve financial growth within the North Carolina and South Carolina market. In this role, you will be responsible for converting prospects into potential customers and to create a high volume of sales opportunities. To do this you will need to thoroughly understand the market, the industry, products and solutions we offer and our key competitors. You will be instrumental in helping Butterball Farms meet and exceed its sales goals.

As a Business Development Representative, we will ask you to:

- Prospect for new customers in the foodservice arena with a heavy focus on Hotels, Country Clubs, Catering, and white tablecloth dining
- Uncover opportunities by networking, cold calling, and working with distributor sales reps
- Grow new business and help retain existing customers
- Work with the internal team, marketing staff and other managers to increase sales opportunities and maximize revenue for the organization
- Plan strategically and manage your time effectively to achieve success
- Have a positive attitude that embraces the challenge of making cold calls on prospective customers
- We can teach you selling skills and give you product knowledge but the willingness to go out the door every day and be successful needs to come from within
- Territory encompasses NC/SC and Charlotte is the preferred home location. You will work remotely from a home office, but the expectation is that outside sales calls will be made four days a week.

As a Business Development Representative, you will:

- Prospect for new leads and develop into new business.
- Cold Call as appropriate to ensure a robust pipeline of opportunities.
- Following up with commitments made to customers and prospects

- Plan your sales calls and pitches
- Prepare weekly and monthly reports
- Maintain customer records in our CRM system
- Track and record activity on accounts and help close deals
- Identify opportunities in either customer or distributor channel for sales growth
- Attend industry functions such as association events. Ex. ACF

As a part of our company mission we are looking for someone who has the following skill sets and qualities:

- Prefer a Bachelor's or Associate's degree in business, marketing, or related field
- Have experience in a sales role and/or people facing job
- A commitment to excellent customer service
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers
- Competency in Microsoft applications including Word, Excel, and Outlook.
- Able to work comfortably in an entrepreneurial environment.
- Ability and willingness to use CRM tool for all activities including prospecting

We Offer:

- Awesome team members
- Industry-leading culture
- A mid-size organization with the expertise of a larger organization but the nimbleness of a smaller entrepreneurial company
- Opportunity to impact lives daily
- Opportunity to grow personally and professionally daily
- A chance to start a career not just a job
- Competitive Salary and Benefits Package
- 401K
- Tuition Reimbursement

If you are interested in this exciting opportunity, please submit a cover letter telling us why you're interested and your resume to Resumes@Butterballfarms.com

Butterball Farms, Inc. is proud to be an Equal Opportunity Employer