

**POSITION:**

Inside Sales, Outbound Telemarketing and Demonstrations

CHALLENGE:

Step into a mid-size, fast growing specialty food distribution and manufacturing company as an inside sales representative. Learn the business, help the company grow and prosper, and be rewarded through career growth and compensation. This is a career investment with a huge opportunity for the right person.

COMPANY PROFILE:

Cheesemakers, Inc. is a Specialty Cheese manufacturing and Distribution Company located minutes away from beautiful Lake Conroe, just North of Houston, Texas. Our brand of Jaimito Mexican Style Cheeses, Lone Star hand ladled Goat Cheeses and Texas Fresh Specialty Cheeses are manufactured and sold in major restaurants and retail chains across the Lone Star state and across the USA. We have (8) Distribution Centers across the USA.

Cheesemakers, Inc. is in a rapid growth mode, with huge opportunities for advancement and prosperity for people who are dedicated, disciplined, focused and committed to excellence.

RESPONSIBILITIES:

The employee will be expected to:

- Make Outbound Business to Business B2B Sales Calls to Prospects and Existing Customers = 32 Calls per Day or 4 per HR
- Send E-mails through ACT!/MS Outlook to Customers and Prospects.= 32 E-mails per Day or 4 per HR
- Send out Cheese Samples and Follow up
- Follow up on Sales Calls by Outside Sales Reps.
- Tie relationships between End User Chef or End User Owner, Food Service (FS) Sales Rep, FS District Sales Manager, FS Purchasing, DOT Customer Service Rep, DOT Sales Rep.
- Maintain all Marketing Contact in ACT! CRM Database
- Set Meeting for Sales Representatives
- Perform In Store Demos and In Kitchen Demos.
- Assist with Customer Sales Meetings at Texas Cheese Conference.
- Assist with Trade Shows.

QUALIFICATIONS:

2 Years' Experience in sales/marketing and customer service, knowledge of MS Office (Word, Excel, Publisher, Power Point, etc.), CRM Packages like ACT! or Sales Force. Telephone



2266 SOUTH WALKER ROAD • CLEVELAND, TX 77328 • www.cheesemakers.com

PH: 1-866-593-1319 • FAX: 1-281-593-2898 • CELL: 713-545-7798 • E-MAIL: jck@cheesemakers.com



sales experience helpful. Must have good communication skills. Bilingual (Spanish/English) helpful. Must be able to type and talk on the phone at the same time. Must be detail oriented. Must be on time. Must be reliable and dependable. Must be able to work independently.

SCHEDULE:

8:00 am - 5:00pm Tuesday – Saturday. Weekends for Special Marketing Events like: Food Shows, Tastings, etc.

- You will have 24/7 Access to the facility to work on Sales.
- You can arrive early and leave late.
- You have access to 5 time zones, it is 8 Am on East Coast when it is 7 am Central Time, It is 5 PM Pacific Time in California when it is 7 PM Central Time.
- The Sky is the Limit.

Contract to Hire: \$ _____ per HR

Review in 90 Days.

Benefits: Blue Cross Blue Shield Health Insurance

LOCATION:

2266 S. Walker Road off Hwy.105 halfway between Cleveland (Hwy.59N) and Lake Conroe (Hwy 45N).

SUPERVISOR:

Owner and President – James C. Keliehor, P.E.

Trainers – Annette Ward, Kathleen Cawthon and Darren Black

Job Type: Full-time

Local candidates only:

- Must live within 30 minutes of the cheese plant.

Required experience:

- Inside Sales Representative: 2 years

Required license or certification:

- Driver License

Required education:

- High school or equivalent

Required language:



2266 SOUTH WALKER ROAD • CLEVELAND, TX 77328 • www.cheesemakers.com

PH: 1-866-593-1319 • FAX: 1-281-593-2898 • CELL: 713-545-7798 • E-MAIL: jck@cheesemakers.com



- Ability to speak Spanish A Plus

Employee Name: _____

Date: _____

Employee Signature: _____

Date: _____

Supervisor Name: _____

Date: _____

Supervisor Signature: _____

Date: _____

