



JOB DESCRIPTION

JOB TITLE: Multi-Unit Accounts Produce Specialist
DEPARTMENT: MUA

DATE: February 22, 2022
REPORTS TO: MUA Director

SUMMARY:

Supports regional multi-unit product development activities maximizing sales and profits, of fresh fruits and vegetables, sold by Markon's Member owned broadline distributor base located in the Mid-West & East Coast. Responsible for execution of product rationalization management with strong knowledge of food specifications and performance. Reacts quickly to emerging, unforeseen opportunities that may have short timelines. Maintains large amounts of data accurately, continually reviewing and improving processes to achieve successful, measurable outcomes. Resides preferably in the Mid-West with options working from our Grand Rapids, MI corporate offices or working remotely.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Executes RFPs working the Member Distributor & Markon in support of new business
- Works with Member Distributor regional multi-unit sales & product teams targeting new opportunities while managing existing accounts
- Develops relationships with key customers to provide product expertise and market intelligence
- Manages Member Distributor new and renewal customer pricing agreements
 - Responsible for customer cost deals and program updates
 - Collaborates with Member Distributor and Markon to implement programs
- Maintains Member Distributor department data including account and sales tracking, code mapping, market baskets, price sheets, bill backs, price triggers etc.
- Maintains knowledge of produce markets, quality, and supply

KNOWLEDGE-SKILLS-ABILITIES:

- Knowledge of food specifications
- Strong written and presentation communications skills
- Time management skills
- Organizational skills and ability to manage multiple projects simultaneously
- Must be results oriented and have excellent team skills
- Excellent interpersonal, organizational, communication, resource, and time management skills
- Must be able to read, interpret, and execute plans and instructions
- Must have detailed knowledge of product and market trends and the link to business goals
- Must be able to work collaboratively with a variety of teams and individuals
- Prioritize, schedule, and handle multiple tasks simultaneously

EDUCATIONAL & EXPERIENCE REQUIREMENTS:

Any combination of education and experience that allows for the successful completion of the essential functions; typically, through a bachelor's degree in business, agriculture, or related field and at least 2 years of experience in produce sales or customer service.



COMPUTER & MATH SKILLS:

- Knowledge of spreadsheet, word processing, presentation, and email software applications
- Must possess the ability to learn proprietary sales and reporting systems
- Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations

WORKING CONDITIONS:

Working conditions described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform the essential functions. Variations in conditions may occur under certain circumstances.

ENVIRONMENT

- Approximately 90% of the time performing job is spent indoors in an office environment.
- Approximately 10% of the time is spent outdoors, exposed to weather conditions
- Approximately 90% of the time is spent on the computer

PHYSICAL DEMANDS

- **Occasionally:** bend, twist, push, pull, climb, squat, crawl, kneel and drive
- **Frequently:** sit, reach with the hands and arms, climb or balance, grasp with hands and fingers, lift to 20 pounds
- **Continuously:** use hands to fingers, handle or feel objects, tools, or controls; see hear, speak, and key on a computer

TRAVEL

- Occasional travel to various local/statewide destinations up to 30% time spent in support of key initiatives