

Food Sales Representative

(Wholesale) Restaurant & Foodservice Accounts

Position Overview:

We are seeking a dynamic and experienced **Commercial Food Sales Executive** to manage and expand key accounts in the **restaurant, hotel, and foodservice** sectors. This role is responsible for driving revenue growth, building strategic relationships with high-volume clients, and delivering tailored food distribution solutions that meet the operational and culinary needs of professional kitchens.

The ideal candidate brings a strong understanding of the foodservice industry, a well-established network, and the ability to thrive in a fast-paced, relationship-driven environment.

Key Responsibilities:

- **Develop and execute sales strategies** to target and grow foodservice accounts including restaurants, hotels, caterers, and institutional kitchens.
- **Build and maintain long-term relationships** with executive chefs, food and beverage directors, purchasing agents, and hospitality managers.
- **Negotiate pricing, contracts, and delivery terms** with a focus on profitability, customer satisfaction, and retention.
- **Identify customer needs** and propose solutions from a wide range of products including fresh, frozen, specialty, and dry goods.
- **Collaborate with internal teams** (procurement, logistics, customer service) to ensure accurate and timely fulfillment of client orders.
- **Monitor sales performance**, market trends, and competitor activity to identify new opportunities for growth.
- **Provide product education and menu support** to clients, leveraging culinary knowledge to add value.
- **Represent the company** at industry events, trade shows, client tastings, and networking functions.

Qualifications:

- **5+ years of B2B sales experience** in wholesale food, foodservice distribution, or hospitality supply.
- Proven track record of meeting or exceeding revenue targets.
- Strong network of contacts within the restaurant and hospitality industry.
- Excellent negotiation, presentation, and communication skills.
- Ability to manage a sales territory independently with strong time management.
- Valid driver's license and willingness to travel locally or regionally as needed.

Preferred Qualifications:

- Experience with specialty food products.
- Culinary background or formal training.
- Multilingual abilities (especially Tagalog) are a plus.

If you are passionate about food, understand the business of hospitality, and excel at building B2B relationships, we'd love to hear from you. Join us and become a key part of supplying the region's top foodservice professionals with exceptional products and service.

Pacific Unlimited, Inc. is a family-owned holding company based in Barrigada, GU. The company was established in 1986, and consists of several divisions: Pacific Trucking, Fleet Services, Far East Equipment, Pacific Topsoils & Compost, Subsistence Prime Vendor, and Manhita Farms.