



NOTICE OF JOB OPPORTUNITY

Employer: Timeless Seeds, Inc.

Location: Ulm, MT

Job Title: Sales Representative, Full Time

Company Background:

Timeless Seeds, Inc. was founded by four organic farmers in 1987 with the intention to promote regenerative agriculture via organic cropping systems, contributing to greater soil biodiversity and health.

We evolved into one of the region's most dynamic and creative certified organic food companies, sourcing from dozens of certified organic family farmers that grow unique varieties of premium quality lentils, chickpeas, and heirloom grains for our Timeless Natural Food brand.

Our products are fully processed in our SQF Level II Food Safe Certified facility and shipped throughout the world. Our customers include natural food stores, restaurants, natural food distributors and food manufacturers on four continents.

The Timeless Natural Food product line includes the following:

- Black Beluga Lentils®
- French Green Lentils
- Spanish Brown (Pardina Style) Lentils
- Green and Red Lentils
- Decorticated Green and Red Lentils
- Black Butte Chickpeas®
- Purple Prairie Barley®
- Emmer Farro
- Garbanzo Beans

Timeless Seeds, Inc. is a strong advocate for the Triple Bottom Line of People, Planet, and Profit.

Position Description:

The Sales Representative will focus on building the "Timeless Natural Food" (TNF) brand of organic specialty pulses and heirloom grains throughout the U.S.

This position will support and expand the Timeless distribution network that services retail stores, restaurants, and other food-service related markets. While supporting the existing distribution network, the Sales Representative will build the network in new or underserved regions.

The Representative will develop a deep understanding of retail grocery and restaurant markets including the overall existing infrastructure, emerging markets, and new business models. He/she will track consumer trends and product interests and prioritize growth potential within each region.

Job Description:

- Engages in superior customer service by fostering a customer-first relationship, sharing Timeless Seeds' vision and mission, and making product and corporate information readily available.
- Follows up on leads and qualifies prospects; makes remote and in-person sales calls.
- Schedules appointments and meetings as necessary.
- Researches, analyses, develops, and implements sales programs that maximize profitable growth and meet the needs of customers and Timeless Seeds.
- Participates in both virtual and physical food retail and food service industry trade shows across the country.
- Partners with the Marketing Team to ensure products appeal to and meet the needs of the target market.
- Occasional lifting up to 30 pounds.
- Travel as needed; may exceed 25%.
- Maintains current and accurate customer contact and communication records in Hubspot Customer Relationship Management (CRM) application.
- Other duties as assigned.

Knowledge, Skills, and Abilities:

- Highly motivated and exceptional self-starter.
- Ability to work independently and as part of a team.
- Excellent time management skills.
- Demonstrated sales experience and ability to meet sales goals and deadlines.
- Superior interpersonal and communication skills, including written, verbal, and in-person/virtual presentation.
- Proficient computer skills, especially Microsoft Office applications (Word, Excel, PowerPoint, Outlook, etc.).

Personal Attributes:

- Adaptable to changing environments and situations
- Exceptional problem solving
- Creative
- Courteous
- Self-starter

- Persistent, even in the face of failure
- Resilient

Education and/or experience:

- Bachelor's Degree in business, sales and marketing, or related field, or minimum 8 years equivalent sales experience in the industry.

Compensation:

- Salary plus commission
- Medical, Dental, Vision, LTD, Life Insurance
- Retirement program w/company match
- Vacation/sick leave

Working Conditions:

- Full-Time position
- Busy office environment in Ulm, MT , travel as necessary
- Daily health screening as part of strict Covid-19 precautions applied to all staff

INTERESTED APPLICANTS: PLEASE SEND COVER LETTER AND RÉSUMÉ TO
office@timelessfood.com

Equal Employment Opportunity is a fundamental principle at Timeless Seeds, Inc., where employment is based upon personal capabilities without discrimination on the basis of race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age, veteran's status or disability when the reasonable demands of the position do not require an age, physical or mental disability, marital status, or sex distinction. Discrimination will also not be tolerated under any other protected characteristic as established by federal, state and local laws.