



Job Board Posting Form

Job Title	Vice President, Sales		# of Openings	1
Company Name	Performance Foodservice – Fox River	Industry/Nature of Business	Foodservice distributor	
Worksite Address	5030 Baseline Road, Montgomery, IL 60538	County	<input type="checkbox"/> Kane <input checked="" type="checkbox"/> Kendall <input type="checkbox"/> DeKalb	
Job Type	<input checked="" type="checkbox"/> Full-Time, Regular <input type="checkbox"/> Other- <i>Please Specify:</i>		# of Hours Per Week	40
Required Schedule/ Shift	<input checked="" type="checkbox"/> Monday <input checked="" type="checkbox"/> Thursday <input type="checkbox"/> Sunday <input checked="" type="checkbox"/> Tuesday <input checked="" type="checkbox"/> Friday <input type="checkbox"/> Rotating <input checked="" type="checkbox"/> Wednesday <input type="checkbox"/> Saturday		<input checked="" type="checkbox"/> Day/1 st Shift <input type="checkbox"/> Rotating <input type="checkbox"/> Evening/2 nd Shift <input type="checkbox"/> Split <input type="checkbox"/> Night/3 rd Shift	
Benefits	<input checked="" type="checkbox"/> Medical <input checked="" type="checkbox"/> 401K <input checked="" type="checkbox"/> Dental <input type="checkbox"/> Profit Sharing <input checked="" type="checkbox"/> Vision <input type="checkbox"/> Pension		<input checked="" type="checkbox"/> Vacation <input type="checkbox"/> Other: <input checked="" type="checkbox"/> Holiday Pay <input type="checkbox"/> No Benefits	
Job Description/ Duties and Responsibilities	<p>Responsible for planning, developing, and managing all sales and marketing activities necessary to successfully market products and services to customers. Also, responsible for establishing sales territories and goals, determination of product line, price management, sales, promotion, staff development, training, and market research. Effectively manage assigned personnel.</p> <ul style="list-style-type: none"> Supervise associates to include, but not limited to: staffing, training, coaching, performance management and problem resolution. Attain targeted profit margins as determined by business goals. Increase sales growth with acceptable levels of gross margins as determined by business goals. Increase market share for products and services. Demonstrate awareness of customer needs and establishes processes and procedures to effectively meet those needs. Develop interpersonal relationships which encourage openness, candor and trust, both internally and externally. Deliver and present proposals to key customers. Meet with suppliers when necessary. Provide informative and professional assistance when working with the public/customers/vendors and coworkers. Work with senior management in developing and executing plans, establishing direction and evaluating company performance. Develop marketing plans. Review and recommend policy and procedure changes. Participate in the strategic planning process of the company. Implement sales processes which are efficient and integrated with the other departments so as to present a "seamless" operation to the customer. Attend and present information at sales meetings. Conduct and participate in committee meetings. Attend trade association meetings. Plan food shows and seminars. 			
Required Education Level	<input type="checkbox"/> No educational requirement <input type="checkbox"/> Associate Degree <input type="checkbox"/> Vocational Certificate or Credential <input checked="" type="checkbox"/> High School Diploma or GED <input type="checkbox"/> Bachelor's Degree <input type="checkbox"/> Occupational License, including Driver's License <input type="checkbox"/> Some College <input type="checkbox"/> Master's Degree Requirement(s) (<i>please explain</i>):			
Other Job Requirements/ Qualifications	<p>Required Qualifications:</p> <ul style="list-style-type: none"> High School Diploma or Equivalent 6 - 10 Years Foodservice industry sales with supervisory/management experience. <p>Preferred Qualifications:</p> <ul style="list-style-type: none"> Bachelors: Business management, sales/marketing or related area. 10+ Years Foodservice industry sales with supervisory/management experience. 			
Pre-Employment Requirements	<input checked="" type="checkbox"/> Background Check <input type="checkbox"/> Physical Exam <input type="checkbox"/> Other- <i>Please Specify:</i> <input checked="" type="checkbox"/> Drug Screening <input type="checkbox"/> Tools/Equipment/Uniforms			
How to Apply	<p>To apply for this position and/or view other opportunities that are currently available at Performance Foodservice-Fox River, please visit us online and complete the application process: www.pfgc.com/careers</p> <ol style="list-style-type: none"> Scroll down the page about a quarter of the way, and select the red "Search for Jobs" tab. Enter "Montgomery, IL" for location, and then click the Search tab. Select an available position from the list to view details, and then click the "Apply to Job" tab at the bottom of the page to create your online profile and apply for the position. 			