

## inTEAM K-12 Child Nutrition Consultant

### About the Company

[inTEAM](#) has a 50-year legacy of assisting K-12 school nutrition departments with operational expertise, training, and technology. In recent years we have continued to innovate by incorporating best practices into "menu centric" digital technologies to help operators perform everyday tasks. As a leading innovator within the child nutrition segment, inTEAM's software solutions have transformed the way schools approach menu planning, making critical product data available in real time during the menu planning process.

inTEAM's next challenge is to address the missing link of supply chain data, where operators have struggled for years building and maintaining integrated supply chain technology. The K-12 Data Sharing & Analytics Initiative was launched five years ago at an industry-wide summit to address the technology challenge. Led by inTEAM, the result has been the creation of the **GDSN Connect Database**, a single K-12 focused product database with essential data for over 185,000 unique products from hundreds of K-12 food and non-food brands. Using standardized data resource as a core, stakeholders can build, share, and analyze quality data within school districts and across peer defined districts statewide and nationally. The GDSN Connect Database supplements product data from [GS1](#) with information from other "silo" databases such as USDA Food Data Central and Food Buying Guide to provide a comprehensive standardized product database for use throughout K-12.

### Position Summary

inTEAM Consultants are knowledgeable about K-12 regulations and food service methodologies and are passionate about nutritional excellence. Consultants professionally and proactively represent inTEAM to all customers and prospects. They are responsible for managing, configuring and implementing our customers across all software platforms and delivering consulting services as contracted. Consultants may be employed part time or full time. This is a REMOTE position.

### Position Responsibilities

- Maintain in-depth knowledge of customers including assessment and evaluation to make sure they satisfied with the use of the software, implementation, support and service provided by inTEAM to ensure customer retention and create upsell opportunities.
- Demonstrate proficiency with all product offerings. Interface with multiple customer stakeholders including nutrition, administration and IT departments to fully understand each account's overall objectives and requirements.
- Provide CNCentral, eLearning and Choosi support to customers. Includes, data entry tasks in support of the item database, recipe integration, menu development and maintenance within CNCentral's menu planning platform in conformance with compliance requirements. Data gathering, organization and upload including data lookup, cleanup, and collating to identify data gaps.
- Build relationships with State SNA group, providing assistance with training and education through meetings, advertising and conferences.
- Responsible for overall account management, including implementation, support, delivery of services, project management, reporting and invoicing.
- Effectively utilize Nutshell for contract management, forecasting and reviewing cross-departmental activities.
- Works collaboratively with the additional team members to assist other customers to ensure implementations and services are well-executed in a timely manner. Participates in meetings, trade shows and conferences as requested.

- Flexibility to work within a multiple disciplinary team and receive dynamic on-the-job training. Assists with the development of product documentation and implementation best practices. Assists with software testing and reports technical issues, escalating as appropriate.
- Proactively identify additional business opportunities through network of food service and nutrition professionals. Collaborate with Sales Representatives to drive implementation and adoption in districts and schools through consultative demos and other pre-sales efforts.

### **Knowledge and Skill Requirements**

- Bachelors' Degree with concentration in business, institutional management, hospitality, dietetics, or related field. RD, MS, MBA preferred.
- Thorough knowledge of regulatory requirements
- Minimum of two years of experience in school nutrition operations in an administrative or management capacity at the district or state agency level.
- Background in K-12 services account management is desirable.
- Experience in implementation, training and/or use of school nutrition software.
- Experience leading successful projects, especially in a government setting preferred.
- Strong verbal skills and the ability to write effective business communications, including proposals
- Experience in presentations to a variety of audiences.
- Ability to organize, process, and analyze complex data using spreadsheets or data warehouse systems.
- Ability to conduct research to gather information pertinent to school foodservice program best practices.
- Ability to work effectively against tight deadlines and to manage working independently with minimum supervision in remote environments.
- Proficient knowledge of Microsoft Office suite (Outlook, Word, Excel, Power Point) and experience with CRM software.

These positions are home-based. Part time staff require the ability to work on an as needed basis up to an agreed up number of hours per week. Travel may be required to perform consulting services (as required), attend trade shows, etc. In addition, a background check, a valid driver's license and the ability to personally rent a vehicle are required. inTEAM is an equal opportunity employer.

Please visit our Web site at [www.e-inteam.com](http://www.e-inteam.com) for additional information about the company and submit a letter of interest and resume at [info@e-inteam.com](mailto:info@e-inteam.com).