

Solution Sales Representative Job Description

About inTEAM

[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

The Solution Sales Representative is responsible for selling inTEAM's software and consulting services to K-12 school nutrition programs. inTEAM's comprehensive software suite includes a) CNCentral back-of-the-house application for planning menus, tracking production records, and managing inventory, b) GDSN Connect to search GDSN for food products and prepare for administrative reviews, c) Choosi mobile apps for students and parents to pre-order school meals and view menus online, and d) eLearning for school staff to maintain their professional standards. The Solution This is a REMOTE position.

Position Responsibilities

- Manages a portfolio of leads and customers. Creates quarterly sales plan to outline the strategy for meeting assigned sales quota through building a pipeline of qualified opportunities for new customers and upsell opportunities for existing customers, moving those opportunities successfully through the sales process.
- Works collaboratively with the additional team members to outline account-specific sales generation activities and to ensure those activities are well-executed. Participates in trade shows and conferences. Works with ad-hoc teams when additional company resources are needed during pre-sales and sales cycle.
- Utilizes consultative selling skills to interface with multiple customer stakeholders including nutrition, administration and IT departments to fully understand each account's overall objectives and requirements.
- Effectively utilizes Nutshell for pipeline and contact management, documenting each step of the sales process and providing summary reports.

Knowledge and Skill Requirements

- Four-year degree in business or equivalent work experience in the K-12 food service industry. Formal sales training and account management experience is preferred.
- A minimum of three years of K-12 nutrition software sales experience and the proven ability to attain sales objectives on a consistent basis.
- Ability to perform market research to confidently present and sell to top-level decision makers within school districts to create new customers and upsell to existing customers.
- Self-starter; highly organized with effective time management skills and the ability to work efficiently with minimal supervision.
- Strong verbal skills and the ability to write effective business communications, including sales presentations and proposals.
- Proficient knowledge of Microsoft Office suite (Outlook, Word, Excel, Power Point) and experience with CRM software.

The position is home-based. Travel may be required up to 25% of the time for conferences, key accounts, etc. In addition, a background check, a valid driver's license and the ability to personally rent a vehicle are required. inTEAM Associates is an Equal Opportunity Employer offering challenging opportunities for growth, a competitive salary (base + commission) and a comprehensive benefits package, including medical, dental and 401k benefits. Apply at info@e-inteam.com. Include a resume and salary requirements. Please visit our Web site at www.e-inteam.com for additional information about the company. No phone calls accepted.