



Job Title: Boston Sales Representative

To apply, email a resume and cover letter to bill@islandcreekoysters.com

OVERVIEW:

Island Creek Oysters is a multi-platform farm to table business. At its core, it is a group of people who love oysters. It is a small group of talented, and *highly* motivated individuals who come to work every day excited to shape the destiny of a growing business. In just a short time, Island Creek has grown into a thriving direct to chef business, e-commerce platform, a catering division, four acclaimed restaurants and two brick and mortar raw bars in Maine and Massachusetts. We don't often add to the team, so we are excited to find someone who can make Island Creek even better than it is today.

The Boston Sales Representative reports directly to the National Sales Director.

This position demands a highly motivated individual with the highest-level interpersonal skills, deep knowledge of the restaurant community, and the farm-to-table food industry. Sales experience is highly preferred. This position requires a consistent physical presence in Boston at times late into the night. An intimate understanding of the ever evolving restaurant

scene in Boston and pre-existing restaurant relationships is a must.

**Roles and tasks outlined below:*

- Ownership of entire sales process: seeking new business, account management and farming, daily order execution
- Frequent time spent in Boston managing customer relationships
- Spearhead/execute ICO events and attend industry related events
- Take lead in producing original content for Boston
- Contribute heartily to social media program
- Product quality control

This position will be held to meeting monthly and yearly sales goals. This is a commission-based position that includes health and retirement benefits.

REQUIREMENTS:

- Sales experience
- Understanding of the food movement and Boston restaurant community
- Ability to talk about product nuances and passion for high quality product
- Ability to adapt to change
- College Degree
- Strong communication and interpersonal skills
- Highest attention to detail and ability to work independently
- Drive and confidence
- Cheery and upbeat personality