

**BRAKEBUSH BROTHERS, INC.**  
**National Sales Manager Foodservice - West**

Brakebush Brothers Inc. has an immediate opening available for a strong National Account Sales Manager.

**Basic Function:**

Responsible for sales to major foodservice chain/multi-unit account operators nationally. Communicate and coordinate all account approvals, activities and sales plans to pertinent Brakebush personnel.

**Duties and Responsibilities:**

- Direct sales calls to chain headquarters- *Purchasing Office & R&D*
- Identify & develop menu solutions for customer
- Present product samples, concepts and marketing plan to customer
- Negotiate contract approvals and coordinate product roll out(s)
- Prospect for accounts via cold calls, referrals, corporate leads & networking
- Participate in various sales conferences, food shows, and industry functions

**Specialized Knowledge and Expertise:**

- Minimum ten years foodservice experience
- Minimum five years National Account Sales experience (protein sales)
- Thorough knowledge of the product development / R&D process
- Strong customer portfolio
- Proven sales success
- Must reside in the Western US (prefer CA) or Texas market

**Other**

- Reasonable computer skills necessary
- Drivers license in good standing
- Ability to attend weekend business functions as required
- Minimum of 60% travel overnight
- Ability to lift over 35 lbs

**If interested please forward resume to:**

Robert Caradonna  
Director of Business Development  
Brakebush Brothers Inc.  
Phone: 608-347-8261  
[rcaradonna@brakebush.com](mailto:rcaradonna@brakebush.com)

Brakebush is an equal opportunity employer. Woman and minorities are encouraged to apply.