



Account Representative

Type: Full-time	Location: Seattle, WA	Salary: Base + Commission, DOE	Deadline: Open until filled
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Are you a sales professional looking for great products to represent? Do you want to work for a growing company where your leads are provided and you have great earnings opportunities? Are you good at building relationships and providing exceptional customer experiences? If your answer to these questions is “Yes,” we want you on our sales team.

Job description

The Seattle Restaurant Store, the Pacific Northwest’s leading supplier of commercial foodservice equipment and accessories, is looking for a self-motivated account representative to complement our marketing and sales department. The ideal candidate will have the ability to build relationships with customers via phone, online chat, texting, and email so they have a go-to person for all their restaurant equipment and supply needs. Your responsibilities will include building customer relationships, making product recommendations, quoting products, working to find special request items, and closing the sale. You will make outgoing calls to our customers, follow up on quotes and orders, call vendors and prospects, and close business. You will also take incoming leads generated by our website and, on occasion, travel to customer sites.

Required qualifications

- High school diploma or GED
- Energetic, self-starter and strong written and verbal communication skills
- Working knowledge of Microsoft Office® software
- Driver’s license and excellent driving record
- Demonstrated experience closing business over the phone
- Ability to establish and maintain strong account relationships and meet personal sales targets
- Ability to solicit new business, prepare proposals, and follow up with new or potential accounts
- Ability to work unsupervised and within a team
- Professional appearance
- Ability to push, pull, move, or lift up to 50 pounds

Preferred qualifications

- Bachelor’s degree in business, marketing, or related field
- Working knowledge of and/or sales experience in restaurant equipment and appliances

We offer

- Exceptional earnings opportunity
- Commission on all sales
- Stable sales team
- Assigned accounts and quality leads provided through Internet and showroom

- Flexible work schedule
- Comprehensive sales and product training programs
- Comprehensive benefit package
- Monthly and annual employee bonus programs

About The Seattle Restaurant Store

With origins in the 1920s, The Seattle Restaurant Store is one of the oldest and largest commercial foodservice equipment suppliers in the Pacific Northwest. Our Shoreline store showcases more than 20,000 square feet of state-of-the-art appliances from the industry's leading manufacturers: Axis, Globe, Scotsman, Atosa, Beverage Air, Moffat, Wells, and many more. In addition, we carry an extensive line of professional cutlery, smallwares, and chef's clothing. SRS advertises online at www.srscooks.com and through its *Hot Sheet* circular, which is mailed six times a year to more than 10,000 customers in western Washington and Alaska.

Our culture places a high value on continuous learning, teamwork, accountability and results. We offer the right candidate a competitive and comprehensive package as well as the opportunity to be empowered and to make a difference.

The Seattle Restaurant Store is an equal opportunity employer and does not discriminate on the basis of race, color, religion, sex, age, national origin, sexual orientation, gender identity, disability, marital status, veteran status or any other status protected by applicable local, state or federal nondiscrimination laws. This policy applies to all aspects of employment, including recruitment and hiring, selection, transfer, demotion, compensation, promotion, benefits, termination, social and recreational activities, and all other terms and conditions of employment.

To apply

Email resume and cover letter to: jobs@srscooks.com or submit in person at:

The Seattle Restaurant Store
14910 Aurora Avenue North
Shoreline, Washington 98133
Attention: Esther

Store hours are Monday-Friday 9-6 and Saturday 10-5. Successful candidates will be invited to the store for a full interview.