



Job Title: Regional Sales Manager – Midwest  
Location: Chicago, IL  
Reports to: VP Sales

## THE ROLE

Gotham Greens is seeking an exceptional individual to manage sales in our Midwest and Southwest regions. The regional sales manager is responsible for growing sales through new customer acquisition as well as increasing volume of existing customers via account management and field execution of trade programs. The individual will maintain frequent contact with current and prospective accounts. This role will be based at the company's Chicago office, will report to the vice president of sales based at the company's New York headquarters, and will work closely alongside all company departments.

The ideal candidate is passionate about sustainable agriculture and embraces Gotham Greens' core values and mission. Experience in organic/natural CPG is strongly preferred, experience with greenhouses or fresh produce or perishables is also preferred. This is an opportunity for an enthusiastic, self-motivated, analytical, and highly organized person to join a rapidly growing, innovative company focused on improving the 21<sup>st</sup> century food system.

## AREAS OF RESPONSIBILITY

- Grow topline revenues, profit, and market share by proactively identifying strategic, long-term growth and profit opportunities in the region
- Manage and grow sales velocity of all existing retail and food service accounts in the Midwest and Southwest regions
- Directly manage the sales-related activities of the regional sales and marketing coordinator
- Build and maintain relationships with store-level personnel, as well as food service providers and distributors
- Maintain frequent contact with accounts as well as corporate headquarters in New York City
- Create and maintain annual trade planners to inform the development of promotion schedules
- Analyze syndicated data and incorporate that information into pitches and presentations to secure business and favorable margins with key accounts
- Provide outstanding customer service
- Create effective field merchandising programs to drive growth



- Use CRM systems and sales tools for account management and new sales pipelines
- Coordinate shipping and distribution with Supply Chain/Logistics team
- Work with cross functional teams to ensure customers' needs are met in all areas including accounts receivable, new product development (R&D, compliance, purchasing), production, fulfillment, shipping, and marketing
- Maintain compliance with Gotham Greens' food safety and traceability programs
- Travel up to 50 percent of the time will be required in the territory, focused on customer visits and participation in promotional roll-outs, store grand openings, merchandising support, and tradeshow

## QUALIFICATIONS:

### Requirements:

- Bachelor's degree or higher
- 5-7 years of relevant sales experience (specialty food, agriculture, natural and organic CPG)
- Demonstrated success selling to grocery, retail, and food service buyers
- Experience with both major national retailers (Albertsons, Target, Kroger, Whole Foods) as well as regional, independent retailers
- Experience working within retailer portals like iTrade, NOPA's, Usher, 1WorldSynch
- Experience working with syndicated data (SPINS/Nielsen)
- Experience with ERP and CRM systems and sales reports
- Ability to excel in a hands-on, fast-paced, entrepreneurial start-up environment
- Excellent interpersonal, written/oral communication, and presentation skills
- Commitment to the company's principles of sustainable agriculture and food
- A willingness to "pound the pavement" and an excitement to build the brand
- Excellent analytical, problem solving, and negotiating abilities
- Strong knowledge of MS Office

### The ideal candidate:

- Reliable and highly motivated with a creative flair and lively personality
- Passionate commitment to the company vision
- Appreciation to principles of sustainable agriculture and food



## WHO WE ARE

Gotham Greens is a global pioneer in urban greenhouse agriculture and a leading consumer brand of premium-quality local produce and fresh food products. Gotham Greens' produce is grown using ecologically sustainable methods in technologically sophisticated, climate-controlled, urban greenhouses. Gotham Greens provides its diverse retail, restaurant, and foodservice customers with a local, reliable, year-round supply of salad greens, herbs, and fresh food products grown under the highest standards of food safety, traceability, and environmental sustainability. The company operates more than 180,000 square feet of greenhouse across five facilities in New York and Chicago and currently has 500,000 square feet of greenhouse under development in five US states. Gotham Greens was founded in 2009 in Brooklyn, NY.

We are farmers who live in apartments. Our team is hard working, supportive, and passionate about sustainable urban agriculture.

We work to create an environment that is caring, fun, and collaborative. Gotham Greens is proud to be an Affirmative Action/Equal Opportunity Employer.

We thank all applicants in advance for their interest in this position, however, only those selected for an interview will be contacted.



**GREENHOUSE  
GROWN**



**PESTICIDE  
FREE**



**SUSTAINABLE  
AGRICULTURE**



**URBAN  
FARMING**



**PREMIUM  
QUALITY**

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