

SALES & SUPPORT REPRESENTATIVE

FULL TIME POSITION

Company Overview

Botero Coffee Roasters is an independent coffee roaster based in Maclean, Northern New South Wales. We have been committed to roasting beautiful coffee and supporting our wholesale café partners for over two decades. Our wholesale partners span from Northern QLD to Tasmania. Our state-of-the-art roasting, packing, and distribution center allows us to deliver the highest quality coffee and tea to our wholesale partners and retail customers across Australia.

Job Description

We are seeking a Sales and Support Representative to join our team. In this role, you will represent Botero Coffee Roasters by creating new relationships and maintaining existing ones.

Your main responsibility will be visiting our wholesale partners to provide them with the support they need to strive for the best possible results for their coffee business. You will also be responsible for driving new business that meets our company ethos.

This role is constantly evolving and can be a great opportunity for someone looking to further their hospitality career or a sales professional looking for a new sector to succeed in.

Responsibilities

- Travel extensively to different cities and regions, promoting and selling our products and services to potential and existing customers.
- Identify and approach potential customers showcasing our products and services to generate new business opportunities.
- Build and maintain strong relationships with existing wholesale partners, providing exceptional customer service and support.
- Collaborate with the marketing team to develop sales strategies, promotional campaigns, and materials to enhance brand visibility and drive sales growth.
- Stay up to date with industry trends and market demands to identify potential areas for business expansion.
- Represent Botero Coffee Roasters at industry events and trade shows

Requirements

- Passionate about coffee
- Previous experience in sales or customer service, preferably in the coffee industry, is a plus.
- Exceptional communication and interpersonal skills, with the ability to engage customers and build rapport effectively.
- Strong organisational and time management abilities to handle a busy schedule and manage customer relationships.
- Flexibility to work independently and adapt to changing environments and customer/business needs.
- A valid driver's license and willingness to travel extensively (including overnight when required).
- An understanding of coffee making and the hospitality industry is ideal but not essential

Benefits

- Competitive compensation package tailored to your skills/experience.
- Company vehicle, phone, Travel expenses, including accommodation and meals, will be covered.
- Ongoing training and support to enhance sales skills and product knowledge.
- Flexible work schedule.

If you are passionate about coffee, possess strong sales skills, and enjoy building relationships, we encourage you to apply for this exciting opportunity.

All applications will be treated with confidentiality.

Please send through any questions or your application to sales@botero.com.au