Outside Sales Territory Manager | Seattle, WA

Since 1968, MarkeTeam Foodservice (MTFS) has been providing expert foodservice solutions as a leading manufacturers' representative for some of the industry's most innovative foodservice equipment and supply brands. We believe in products that are reliable, efficient, and profitable for operators — and we believe in building a team that is just as strong.

We are looking for an accomplished Outside Sales Territory Manager—**based in the Greater Seattle area.** The ideal candidate is motivated to exceed goals, has a history of sales success, thrives in a competitive market, and is eager to contribute to a profitable, growth-driven company. If this sounds like you, we want to hear from you.

What You Can Expect from MarkeTeam Foodservice

- **Unlimited earning potential** – Base + Incentive.
- **Comprehensive benefits package**, including:
  - 401(k) with 3% Safe Harbor contribution and profit sharing
  - Medical, vision, and dental insurance (employee premium paid in full)
  - $25,000 life insurance and $25,000 AD&D (company paid)
  - Long-Term Disability coverage (company paid)
  - Flexible Spending Account for healthcare and dependent care expenses
- **Paid time off** – 3 weeks vacation in year one, plus 7 paid holidays and accrued sick time
- **Auto allowance** up to $950/month, plus business expenses reimbursed
- **Tools for success** – laptop, software, and full support from our inside sales team
- **Professional development** – clearly defined expectations, coaching, and ongoing training

What We Expect from You

- Execute sales plans to **expand accounts, win new business,** and **surpass revenue targets**
- Build profitable partnerships by **positioning our represented brands as primary suppliers**
- Minimum of **three days per week required in the field** actively selling
- Deliver strong presentations, maintain urgency, and consistently follow through
- **Leverage CRM** tools to record sales activities, pipeline management and accountability
- Actively network and engage with industry peers, both in-person and via social media
- Manage projects with organization, attention to detail, and urgency
- Represent MTFS professionally at trade shows, trainings, and customer events
- Collaborate with our team to contribute to company growth across all territories

Qualifications

- Seattle, WA - residence required within Greater Seattle area with dedicated home office
- 5+ years of outside sales experience **or** equivalent foodservice background
- Proven track record of exceeding sales goals
- Proficient in CRM systems, with proven ability to integrate them into daily workflow
- Strong presentation, organizational, and follow-up skills
- Proficiency with Microsoft Office (Outlook, Word, Excel) and MS Teams
- Bachelor's degree or higher in culinary arts, hospitality, or a related field preferred

Travel Expectations

- Regional travel for account coverage and customer meetings
- Industry trade shows and conventions
- Training visits with manufacturer partners

How to Apply

Please send the following to **Spencer Miles** at **spencer@marketeamnw.com**:

1. Cover letter
2. Resume

Learn more about us:

- Website: marketeamnw.com
- Facebook: facebook.com/MarkeTeamFoodservice
- Instagram: instagram.com/marketeam_foodservice
- LinkedIn: linkedin.com/company/marketeam-foodservice
- YouTube: youtube.com/@MarkeTeamNW
- MarkeTeam Foodservice Product Guide