Market Development Representative (MDR)

Location: Las Vegas, NV
Company: MarkeTeam Foodservice (MTFS)

Build Your Career. Develop Relationships. Drive Growth.

Are you a recent college graduate or early in your career looking for an opportunity where your work ethic, determination, and drive will set you apart?

At MarkeTeam Foodservice, we're looking for ambitious individuals who want to build a long-term career in outside sales. We don't expect you to have years of industry experience—we're looking for people who are coachable, competitive, and motivated to succeed.

As a Market Development Representative (MDR), you'll receive hands-on training, mentorship, and real-world experience while learning from an experienced sales team. This role is designed to build the next generation of territory sales professionals by developing strong sales fundamentals, relationship-building skills, and market knowledge.

What You'll Do

As an MDR, you'll focus on creating new opportunities and expanding customer relationships throughout the Las Vegas market.

Responsibilities include:

- Develop new business opportunities through consistent prospecting and face-to-face sales calls.
- Build relationships with dealers, consultants, end users, designers, and key foodservice operators.
- Support Territory Managers by identifying opportunities and following projects from specification through sale.

- Learn our manufacturers, product portfolio, and sales process through structured training.
- Utilize CRM tools to manage customer activity and sales opportunities.
- Participate in customer visits, product demonstrations, manufacturer trainings, and industry events.
- Continuously expand your product knowledge and professional selling skills.
- Grow into managing your own accounts and sales territory.

What We're Looking For

Success in this role is driven more by attitude than experience.

The ideal candidate is:

- Self-motivated with a strong work ethic.
- Competitive and goal-oriented.
- Comfortable meeting new people and building relationships.
- Curious, coachable, and eager to learn.
- Organized and accountable.
- Professional, positive, and resilient.
- Willing to spend the majority of their time in the field meeting customers.

Qualifications

- Bachelor's degree preferred (all majors considered).
- 0–3 years of professional experience.
- Previous leadership, athletics, customer service, hospitality, retail, or sales experience is a plus.
- Strong communication and interpersonal skills.
- Valid driver's license with the ability to travel throughout the Las Vegas market.

What You'll Gain

This role is designed to accelerate your career through:

- Comprehensive onboarding and product training.

- Mentorship from experienced sales professionals.
- Structured coaching and field development.
- Exposure to leading manufacturers in the commercial foodservice industry.
- Competitive compensation with performance-based incentives.
- Opportunities for advancement into Territory Manager and other leadership positions.
- A collaborative culture built around accountability, growth, integrity, energy, and excellence.

Why MarkeTeam Foodservice?

MarkeTeam Foodservice represents leading manufacturers in the commercial foodservice equipment industry throughout the western United States. We help customers identify the right equipment solutions while building lasting partnerships that drive measurable growth.

We're looking for individuals who are hungry to learn, willing to put in the work, and excited to build a successful career in professional sales.

Learn more about us:

- Website
- Facebook
- Instagram
- YouTube