



SALES & LOGISTICS MANAGER

About Us

Wilders is actively seeking an experienced Sales & Logistics Manager who will be responsible for managing all product sales and inventory. Wilders is a family-owned and operated entrepreneurial business that is mission-driven and results oriented. This role requires intentional adaptability on a regular basis, as well as a high commitment to being available and flexible.

Job Overview

This is a full-time, onsite position with some local travel. The regular weekly schedule will be Monday-Friday, along with some weekends at markets and events to promote Wilders and its products. This role will plan and implement sales strategies that will drive revenue and effectively manage logistics.

Job Responsibilities

- Manage all Wilders product sales and logistics platforms
- Manage staffing and logistics of all markets, retail locations, events, and pop-ups through a team of sales associates
- Set and maintain monthly sales goals and quotas
- Assist with revenue projections and financial budgets
- Collaborate with VP of Brands to identify emerging markets to identify new products to be sold and find new sales opportunities
- Increase revenue by developing relationships with outside vendors, retailers, wholesalers, and restaurant partners
- Maintain current external partner relationships
- Represent Wilders and its products at industry events
- Analyze costs of logistics, including shipping rates and packaging implements
- Oversee quality control of Wilders products
- Select carriers for transportation and negotiate rates and contracts with carriers
- Provide an excellent level of customer service through responding to and resolving customer issues
- Correspond with clients, suppliers, warehouses, and transportation hubs to ensure efficiency
- Develop weekly wholesale communication to promote Wilders products
- Find more efficient ways to move, store, or display products
- Monitor warehouse and storage functionality while products are stored
- Oversee logistics team functions related to fulfilling, packing, shipping, inventory, restocking and delivering all Wilders orders

- Assist Controller and VP of Brand Operations by producing and analyzing data for proper reporting
- Assist Marketing team with sales initiatives and deliverables

Qualifications

- 2-4 years of Sales and Account Management experience
- Must have a valid driver's license with a clean driving record for a minimum of 3 years
- Experience with Food sales is preferred
- Need a "Will to Win" attitude of wanting to better yourself personally and professionally
- Must have strong coordination, time management, active listening, communication, critical thinking and reasoning, and interpersonal skills



Why Work For Us?

Our mission is to impact and develop our employees and those we do business with each and every day. We are only able to achieve our mission by living out our Core Values. Our Core Values provide us with a clear understanding as to what our culture is all about - Will to Win, Intentional Adaptability, Live Compassionately, and Disciplined Execution.

Our Core Values are built on the foundation of Faith and Family. Our Faith in God guides us; to believe the best in each other, value family, and love our community.

Perks & Benefits

- Full Kitchen: Our kitchen is fully available for your use and is even stocked with healthy snacks, candy bars, sweets, coffee, and more.
- Casual Dress Code: Replace your loafers and pumps with flats or sneakers. Our dress code is relaxed and approachable.
- Company Outings: We've never been able to get into the "all work and no play" concept. We'll frequently cut out early and go do something fun. Many of our larger events are pre-planned and already on the calendar.
- Community Volunteer Opportunities: One of our core values is "Live Compassionately". We take time throughout the year to get connected with and come alongside our local community.
- FitWILD Center: We have an onsite gym that employees can use at no cost.
- Health Insurance: We offer health insurance to all employees and their eligible dependents.
- Retirement Program: Saving for your future is important and we will match your contributions up to 4%.
- Paid Time Off: We offer a competitive PTO program for our employees.
- Wilders Discount: All employees receive a 25% discount on all meat and produce products from Wilders Farm.

Compensation

Compensation will be discussed in the interview process based on experience and skill level.

Apply Today!

If this sounds like a good fit for you, please apply at staywild.com/careers.