



Columbus based wholesaler FROZENTA was founded 2011 - we craft quality powders and sauces to create frozen espresso, tea, hot chocolate, and smoothie drinks. Quality tested in hundreds of coffee shops across 36 states, the all-in-one Polar Powder and Hot Chocolate Freeze base mixes offer coffee shops, cafes and restaurants the flexibility to create an unlimited variety of blended drink combinations from a single powder. It is the perfect combination of smoothness and rich flavor. Hundreds of independent coffee shops across the USA use our products daily to make *profitable*, delicious frozen drinks for their customers.

Visit FROZENTA.com to learn more and follow us on social @frozenta.

POSITION TITLE: INSIDE SALES REPRESENTATIVE – FROZENTA COFFEE HOUSE PRODUCTS

FROZENTA coffee house product company is seeking an experienced inside sales representative to join this 20 year old company. This position requires making outbound sales calls, managing leads and customers in our sales management system and sharing product knowledge via phone, email and virtually. This full-time Monday-Friday position includes salary, commission and comprehensive benefits. If you are motivated and excited to share your enthusiasm over-the-phone and online with potential and existing customers, please reply with your resume and salary expectation for immediate consideration.

Essential Functions

- Achieve sales goals and objectives
- Follow up on cold and warm business owners and operators to further the sales process
- Develop meaningful relationships with customers to encourage trust and loyalty
- Understand the products to answer customer questions
- Improve sales skills to increase sales success rate
- Manage Sales Management System
- Collaborate with management to improve sales and business skills

Minimum Qualifications

- Minimum three years of successful sales or customer service experience
- Enthusiasm for food and beverage products
- Certified Inside Sales Professional credential or strong desire to become an inside sales professional
- Proven Record of persistence/competitiveness
- Customer Centric attitude
- Exceptional communications and follow through skills
- Experience with Sales Management Platforms

Qualified candidates please submit your resume to careers@crimsoncup.com