

## New Business Development Representative

### Job Summary:

Columbus based Crimson Cup Coffee & Tea has been locally roasting since 1991. "One of the most decorated and established coffee companies in the Midwest" (Chicago Tribune) being named National Coffee Roaster of the year, Golden Bean Champion and Good Food Award Winner are among some of the many awards for quality, taste, and sustainability. At Crimson Cup, we Focus on Good® by creating positive changes through our products and relationships around the world that inspire our customers to make a meaningful impact with every cup we pour.

Crimson Cup is seeking a New Business Development Representative. Our ideal Representative is results oriented, transparent, and a flexible problem solver. This person loves coffee and creates new business relationships. We are looking for that person who rolls up their sleeves, is caring and focused - all with a sense of a higher purpose of giving back while being profit-oriented. This authentic person is excited about growth and achievement, leads by example and takes initiative. The New Business Development Representative will report to the COO.

We offer an exceptional compensation package with unlimited income potential, excellent career opportunity and an unparalleled work environment. We adhere closely to our core values of achievement, having fun and giving back. At Crimson Cup, we Focus on Good® and welcome others who share that philosophy. Come join us on a quest to make better coffee for a better world!

### Responsibilities:

- Participate and excel at sales, coffee, and business training courses
- Identify and develop new business relationships that result in long term, profitable business partnerships.
- Follow ERP system processes for prospects.
- Presentations to prospects to close new business and to build relationships
- Ensure sales objectives are reached or exceeded.
- Share enthusiasm for Crimson Cup with qualified prospects while maintaining a high level of teamwork among all Cuppers.
- Perform other reasonable special projects assigned by COO or President.

## Qualifications:

- Bachelor's degree in business or related field a plus.
- Minimum of two years of demonstrated successful sales experience in food/beverage industry service.
- Strong entrepreneurial orientation with a capacity for sound business judgment.
- Exceptional verbal skills
- Capability to examine business operations of prospects and customers to recommend effective programs, problem solutions, and increased utilization of company products and services.
- Extraordinary personal accountability, discipline, and integrity.
- Appreciation for and enjoyment of products sold by company.