

Account Manager

Tom Lange Company has 60 years of history in the produce industry, being an international produce distributor with a global produce network. Proudly serving the retail, wholesale, and food service industries around the world. At Tom Lange we complete the entire production, distribution, and logistics when it comes to produce, simplifying fresh around the globe!

Tom Lange Company is seeking an ambitious high-energy Account Manager to support our Indianapolis, IN office. We are looking for a motivated team player who also works well independently, is persistent in making and following-up on sales, provides impressive customer service and has an entrepreneurial attitude.

Responsibilities:

- Maintain and manage sales files
- Timely processing of invoices
- Manage relationships with existing customers and develop new and profitable customer base
- Cold calling for new customer relationships
- Developing a strong network of produce suppliers
- Coordinating, tracking and scheduling of produce delivery and shipments
- Investigating and resolving all disputes and in a timely manner
- Other duties and responsibilities as may be assigned

Attributes/Qualifications:

- Minimum 2-3 years of experience in produce sales, preferable commission-based sales
- Distribution and wholesale experience preferable
- Excellent communication skills
- Fearlessness in conducting sales over the phone, including cold calls
- Excitement about building and maintaining relationships with customers, shippers and carriers
- Proficiency with MS Office is necessary
- A college degree or other post-secondary education is preferred, especially with courses in sales, communications, business, logistics, supply chain, economics and/or marketing

Tom Lange Company, Inc. is an equal opportunity employer. We make all employment decisions on the basis of ability and job-related qualification, without regard to race, religion, sex, color, national origin, age, disability, sexual orientation, military status, marital status, or any other classification proscribed under law.

For additional information about our Company, please check out our website at www.tomlange.com.