



# WAYPOINT

## WAYPOINT K12 SEGMENT SPECIALIST – Northern Florida

### Summary

#### Segment Specialist--K-12

The Segment Specialist – K-12 is responsible for providing client/customer support in assigned sales segment and prospecting new sales opportunities for assigned segment.

### Responsibilities

Waypoint is the premier national sales and marketing agency for Foodservice and Non-Foods channels and beyond.

Succeeding in today's competitive marketplace begins with gaining the advantage, and at Waypoint we stay ahead of the curve. Our partners rely on our unparalleled strategic insights, channel-specific expertise and resources, and innovative culinary support to deliver that competitive advantage. But helping our partners gain the advantage is not enough for us – we make it our business to maximize it through our pioneering technology and big data mining capabilities. We help position our partners to consistently beat their competition and to grow their business.

#### Essential Job Duties and Responsibilities

##### Job Duty

- Maintain and develop portfolio of assigned school districts
- Compliance with national and state nutritional regulations
- Plan sales calls based on quarterly objectives
- Foster and maintain strong customer and client relationships
- Respond timely to internal/external questions and information requests
- Participate in food shows, client and industry meetings
- Manage commodity balances and drawdown for assigned segment and clients
- Other duties, responsibilities and activities as assigned

**Minimum Qualifications** Education Level: (Required): High School Diploma or GED or equivalent experience (Preferred): Bachelor's Degree or equivalent experience



# WAYPOINT

Field of Study/Area of Experience:

- 3-5 years or more of related experience working with school foodservice accounts
- Experience working with brokers and national manufacturers
- Or an equivalent combination of education and experience

## **Skills, Knowledge and Abilities**

- Strong client/customer relationship knowledge
- Knowledge of school foodservice industry
- Financial acumen
- Company policies and procedures
- Advanced Microsoft Office; working knowledge of SharePoint
- Ability to effectively communicate over the phone and through email
- Ability to develop a sales action plan with specific objectives that drive results in given time-line
- Superior interpersonal communication and presentation skills
- Ability to build effective working relationships
- Creative problem solving and project management skills
- Excellent critical thinking and analytical ability
- Strong negotiation skills
- Unquestionable work ethics, personal integrity and honesty
- Travel as appropriate

## **Environmental & Physical Requirements**

### **Office / Sedentary Requirements**

Incumbent must be able to perform the essential functions of the job. Work is performed primarily in an office environment. Typically requires the ability to sit for extended periods of time (66% each day), ability to hear the telephone, ability to enter data on a computer and may also require the ability to lift up to 10 pounds.

- Ability to read, analyze and interpret written information such as procedure manuals, Company communications or governmental regulations
- Ability to write reports, business correspondence and procedure manuals
- Ability to effectively present information and respond to questions from executives, groups of managers, clients, customers and the general public
- Ability to apply common sense understanding to carry out instructions furnished in written, oral or diagram form



# WAYPOINT

- Ability to regularly stand for extended periods of time, talk and hear
- Ability to occasionally lift and/or move up to 20 pounds
- Ability to frequently use hands to finger, handle or feel
- Ability to work in a normal office environment where the noise level is usually light to moderate
- Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions

## **Additional Information Regarding The Company Job Duties and Job Descriptions**

Job duties include additional responsibilities as assigned by one's supervisor or other manager related to the position/department. This job description is meant to describe the general nature and level of work being performed; it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for the position. The Company reserves the right at any time with or without notice to alter or change job responsibilities, reassign or transfer job position or assign additional job responsibilities, subject to applicable law. The Company shall provide reasonable accommodations of known disabilities to enable a qualified applicant or employee to apply for employment, perform the essential functions of the job, or enjoy the benefits and privileges of employment as required by the law.

Any estimate, schedule, or guideline provided to associates in this job description or elsewhere in connection with their jobs is only intended to help describe job duties and for planning purposes. Regardless of any such estimate, schedule, or guideline, associates must always record all time worked for our company (which includes but is not limited to on-site work time in an assigned store, office, or other work location; required waiting time; administrative time; and work-related travel time).

## **Important Information**

The above statements are intended to describe the general nature and level of work being performed by people assigned to this position. They are not intended to be an exhaustive list of all responsibilities, duties and skills required of associates so classified.

The Company is committed to providing equal opportunity in all employment practices without regard to age, race, color, national origin, sex, sexual orientation, religion, physical or mental disability, or any other category protected by law. As part of this commitment, the Company shall provide reasonable accommodations of known disabilities to enable an applicant or employee to apply for employment, perform the essential functions of the job, or enjoy the benefits and privileges of employment as required by the law.