

## **About Us**

The R.S. Hanline Company has become a trusted fresh produce supplier to some of the most reputable food service, retail, food manufacturing and wholesale distribution companies in the United States. Hanline is one of the largest produce distributors in the Eastern United States, with a diverse offering that includes extensive line of fresh-cut value added, specialty and locally grown products for all market segments in the produce industry. Hanline Fresh began in July of 2018 as a division of R.S. Hanline. Hanline Fresh specializes in direct from shipping-point transactions to the wholesale & retail market segments, as well as managed procurement services on behalf of their customers.

## **Position Details**

Full Time; Salary plus commission

Healthcare, 401k Program, Paid Vacation

## **Summary**

Hanline Fresh is seeking someone for the General Manager position for our Columbus, Ohio office. The GM will coordinate and direct the implementation and execution of the Hanline Fresh long-term strategy. The GM will have input in the evolving strategy, as he/she will also be accountable to the success of the business, up to and including meeting or exceeding annual budgeted expectations in sales, cases, expenses, and profitability. Additionally, the GM will hire and train (with support from HR) sales and sourcing associates to build out the business. The GM must be willing to serve as a role model to the associates in every critical aspect of a transaction; beginning with the relationship with the grower/shipper community and ending with tending to the ever-changing needs of the customer. The GM will report to the Sr. Vice President of Sales at R.S. Hanline. Candidates with a background in the produce industry are encouraged to apply, but produce experience is not necessary. We will train a motivated individual who demonstrates a willingness to learn the industry and have a challenging spirit to establish relationships and solidify profitable sales. R.S. Hanline is fully committed to this new initiative and eager to provide ample support and resources that enable both short and long-term success for the business.

## **Requirements**

Preferred 3 years of experience in sales, as a group leader or manager

Bachelor's degree in Business or related field with courses in sales, communications, business, logistics, supply chain, economics and/or marketing

Excellent communication skills

Analytical skills

Fearlessness in presenting, conducting sales over the phone which includes cold calls

Results-driven and excitement about building and maintaining relationships with customers/shippers

Demonstrated success with sales, proven with metrics

## **Company Conformance Statements:**

In the performance of their respective tasks and duties, all employees are expected to conform to the following:

- Producing quality work within deadlines with or without direct supervision
- High energy/positivity
- Fast learner and self-disciplined
- Interact professionally with other employees, customers and suppliers
- Work effectively as a team contributor on all assignments
- Strong written and oral communication skills
- Take initiative/look for alternative solutions
- Time management skills
- Work independently while understanding the necessity for communicating and coordinating work efforts with other employees and organizations