Technical Sales Representative - Pacific Northwest & Western Canada

your partner in food safety

Protecting the food chain for over three generations. Saving lives. Reducing costs, liability and risk. At Birko, we take food safety seriously. Nothing is more important to us than making sure the food chain is secure, safe and pathogen free. That's why we're committed to providing the best in environmentally responsible chemistry, state-of-the-art equipment, and excellent customer service. It's all part of The Birko Advantage, an integrated food safety solution of chemistry, equipment and technology provided by highly trained and experienced professionals.

Birko's expertise and innovation in food safety is built on a strong technical foundation and our team of chemists and microbiologists are industry-leading experts. We supply over 60% of the Top 100 U.S. protein companies and 90% of the top 10 U.S. beef processors. Our penetration in the brewery sector is equally strong as evidenced by our many customers who are winners at the Great American Beer Fest! And in produce, our customers span the nation and include companies with household names and trusted products.

The company is currently recruiting for a **Technical Sales Representative** in the Pacific Northwest. The territory for this role is Washington, Oregon, and Western Canada. The ideal candidate will live in Washington state along the I-5 corridor.

The Technical Sales Representative is the face of Birko to our customers and is responsible for building strong, positive relationships with customers in this territory. Providing food safety solutions and value-added services to food processing customers in the protein processing, further processing, produce, and brewing industries is the focus of this role. The ideal incumbent is a sales professional with specific food safety training and education. He/she will promote food safety solutions through end user calls, training, product demonstrations, trade shows and other activities designed to showcase world class sanitation, anti-microbial and specialty cleaning solutions to Birko customers.

Essential Job Functions & Accountabilities:

- Develop and implement a territory sales strategy along with the Vice President of Business Development to ensure successful execution of the company's sanitation, anti-microbial and specialty cleaning programs to our target commercial food processing market segments.
- Utilize relationship building skills and technical expertise to develop mutually successful partnerships with major accounts at a local level.

- Provide customer support including, but not limited to: chemical inventories, system trouble shooting, sanitation reviews, product performance testing/verification, equipment repair and report outs to account decision makers.
- Conduct chemical trials and provide reporting on product efficacy, cost, yields and issue mitigation.
- Develop local and regional business relationships with top customers.
- Deliver product and systems training and conduct product demonstrations to potential customers.
- Implement and install food safety chemical systems in conjunction with field service technicians.
- Provide prompt communication to the Sales Director regarding issues that impact Birko's ability to successfully maintain and grow its business within the commercial food processing segments.

Experience and Education Requirements:

- BS/BA degree in food science, chemistry, engineering, biology or related field is preferred
- 5-7 years' experience in food safety, QA, sanitation, or operations management roles in produce, beef, pork, poultry facility is desirable. Knowledge of sanitation chemicals is required.
- 5-7 years outside direct sales/service experience desired. Consultative sales skills, account acquisition ability, and customer support experience
- HACCP certified; SQF practitioner; or BRC certified
- Competent with Excel, PowerPoint and Word
- Effective written and verbal communication abilities
- Self-motivated and disciplined
- Mechanical aptitude
- Work requires a significant amount of travel and a valid, clean driver's license is required
- Willingness to work a flexible schedule, periodic overnight travel, weekend and evening work

We recognize that our success would not be possible without the dedication of our employees. Employees at Birko are rewarded via a competitive compensation and benefits package and the opportunity to work with industry-recognized professionals in a growing company.

To apply, please send application materials, with Technical Sales Representative in the subject line, to HRInfo@birkocorp.com. Please note that Birko conducts background checks as well as pre-employment and random drug screens.

For more information about Birko, visit the company website at www.birkocorp.com.

9152 Yosemite Street
Henderson, CO 80640
800.525.0476
www.birkocorp.com

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