



## Account Representative

Full-time	Shoreline, WA	Base + Commision, DOE	Open until filled
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Are you a sales professional looking for great products to represent? Do you want to work for a growing company where your leads are provided and you have great earnings opportunities? Are you good at building relationships and providing exceptional customer experiences? If your answer to these questions is “Yes,” we want you on our sales team.

### Job description

We are looking for a self-motivated account representative to complement our marketing and sales department. The ideal candidate will have the ability to build relationships with customers via phone, online chat, texting, and email so customers have a go-to person for all their restaurant equipment and supply needs. Your responsibilities will include building customer relationships, making product recommendations, quoting products, working to find special request items, and closing the sale. You will make outgoing calls to our customers, follow up on quotes and orders, call vendors and prospects, and close business. You will also take incoming leads generated by our website and, on occasion, travel to customer sites.

### Required qualifications

- High school diploma or GED
- Excellent written and verbal communication skills
- Working knowledge of Microsoft Office® software
- Driver’s license and excellent driving record
- Demonstrated experience closing business over the phone
- Ability to establish and maintain account relationships and meet personal sales targets
- Ability to solicit new business, prepare proposals, and follow up with new or potential accounts
- Ability to work both independently and within a team
- Professional appearance
- Ability to safely push, pull, move, or lift up to 50 pounds

### Preferred qualifications

- Bachelor’s degree in business, marketing, or related field
- Knowledge of and/or sales experience in restaurant equipment and commercial kitchen appliances

### About The Seattle Restaurant Store

With origins in the 1920s, The Seattle Restaurant Store is one of the oldest and largest commercial foodservice equipment suppliers in the Pacific Northwest. Our store showcases more than 20,000 square feet of state-of-the-art appliances from the industry’s leading manufacturers. Our culture places a high value on continuous learning, teamwork, accountability and results. We offer the right candidate a competitive and comprehensive package as well as the opportunity to be empowered and to make a difference.

**Equal Opportunity Employer**

The Seattle Restaurant Store is an equal opportunity employer and does not discriminate on the basis of race, color, religion, sex, age, national origin, sexual orientation, gender identity, disability, marital status, veteran status or any other status protected by applicable local, state or federal nondiscrimination laws. This policy applies to all aspects of employment, including recruitment and hiring, selection, transfer, demotion, compensation, promotion, benefits, termination, social and recreational activities, and all other terms and conditions of employment.

**How to apply**

Email resume and cover letter to: [jobs@srscooks.com](mailto:jobs@srscooks.com) or apply in person at:

The Seattle Restaurant Store  
14910 Aurora Avenue North  
Shoreline, Washington 98133

If applying by email, please indicate which position you are applying for in the subject line of your email.  
If applying in person, store hours are Monday-Friday 9-6.