



TITLE: Sales Manager, Foodservice
LOCATION: Northern California, Bay Area

THE OPPORTUNITY:

hint® water has entered an extremely exciting time of expansion and hyper-growth. This is an opportunity for a high-energy, results-driven salesperson to join the company at a very exciting time; the water category and specifically flavored-water category, is experiencing high-growth, spurred on by the category's affiliations with a growing millennial consumer base and the beverage industry's interest in wellness.

We are seeking a strongly motivated Sales Manager, Foodservice (FSM) to join our sales team, focusing on Foodservice within the Northern California market. The FSM will oversee and support all aspects of the sales cycle, including management of existing accounts, as well as the development and signing of new accounts. This role will be based in the field. A proactive approach to all aspects of customer and distributor management is a must! This person must live in the Bay Area.

WHAT WILL YOU DO?

- Act as foodservice expert at hint® water and be a key contributor to the foodservice sales team, focusing primarily on setting up **new** accounts.
- Maintain important existing accounts by developing relationships with key stakeholders. Your goals are to sell in additional SKUs and to create other opportunities to grow hint® volume.
- Monitor status by consistently using CRM tools, such as Replsly
- **Initially: (maintenance)**
 - Maintain key existing accounts and develop relationships effectively
 - Identify and pursue quick wins for hint foodservice sales
 - Participate in weekly sales calls to highlight successes, discuss challenges and understand company-wide strategies
- **Subsequently: (acquisition)**
 - Identify and acquire new accounts
 - Provide recommendations for additional distribution/regional chain requirements
 - Owns relationship with key accounts

WHO WILL YOU WORK WITH?

- **Manager:** Report directly to Senior Market Manager, Foodservice
- **Local Sales Team:** Work remotely with other Foodservice Sales Managers across the country.
- **Field Marketing:** Liaise with the Field Marketing team to set up samples/ demos of hint® water at high priority/ high potential accounts (in long term)
- **Sales Marketing:** Liaise with the Sales and Marketing teams to obtain relevant POS and promotional material

Key Responsibilities Include:

- Develop and qualify leads
- Sell product into new foodservice accounts
- Prospect potential customers in-person
- Visit an estimated 10 accounts live per day
- Prepare and present sales proposals
- Close deals
- Assist with local promotional activity
- Display accountability along with desire for personal growth and ownership

WHO ARE YOU?

- At least 3 years of foodservice sales experience with a CPG company
- Ability to work in a dynamic, fast paced environment with quotas and goals
- Self-starter but able to take direction, ability to work both independently and as a team player
- Attention to detail, organization and time management skills
- Great outgoing personality
- Excellent communication skills (written & verbal)
- Passionate about a healthy lifestyle
- Bachelor's degree preferred; combination of education/experience will be considered

Competitive salary and bonus offered. No relocation. Healthcare benefits 100% paid for by company, FSA, 401K (regular and Roth), and gym stipend.

WHO ARE WE?

hint® water is a refreshing alternative to sodas, juice and other sweetened drinks and it tastes great! We are on a mission to help the world live a healthy lifestyle, both by offering our products, and by supporting other healthy initiatives. Apparently, we have struck a chord, and our water is popping up in all sorts of places such as Time Magazine, the Academy Awards, on *Grey's Anatomy* and in the hands of fans such as John Legend, Steven Spielberg and Charlize Theron. **hint** was named one of the "15 Startups You Need to Know for 2015" by Forbes.

Founded in 2005 by former AOL Executive and Award Wining Entrepreneur, Kara Goldin, **hint water** has expanded to over 16 delicious flavors and 6 flavors of **hintfizz**®, a line of unsweetened sparkling water. We recently introduced our third product line, **hint kick**™, marrying the same delicious fruit-kissed water with a light touch of caffeine! The leader in flavored essence water, **hint** and **hintfizz** can be found in fine grocery and retailers across the United States such as Whole Foods, Andronico's, The Fresh Market, and Bristol Farms. **hint** waters can also be purchased online at www.drinkhint.com and Amazon.com.

The idea behind **hint** is simple: pure water, nature's original refreshment, accented with fruit essence. No sugar, no diet sweeteners. EVER.

HINT, Inc. is headquartered in San Francisco, California.

www.drinkhint.com

If this sounds like you, please send cover letter and resume to: allison@drinkhint.com. Please include "FSM – NorCal" in the subject line – thanks.

We look forward to meeting you.