



Modern farm to table offsite catering company seeking a Catering Sales Manager. Seedling & Sage specializes in planning events at dozens of locations in Philadelphia and the suburbs, as well as the tri-state area. We specialize in unique locations like barns, farms, arboretums, distilleries and private homes. We don't just create menus, we style events and, most important – We Make People Happy.

POSITION:

Catering Sales Manager (CSM)

DESCRIPTION:

As a CSM, you will be expected to meet or exceed your sales goals in a defined market segment. This specific position will concentrate selling, planning and executing events at properties in the Montgomery County and Bucks County regions including corporate events, social events and weddings. Other markets may be determined on an as-needed basis, as dictated by market fluctuations. You will be expected to handle the entire sales process for events from planning through operations. .

As a modern farm to table caterer, successful team members procure creative and profitable menus and have a keen eye for food and event styling.

CSM required to be on site at property and culinary kitchen in Montgomery County, PA. This is not a teleworking position.

Job Duties:

- Answering all event leads via phone, email and web
- Target and prospect prospective business in varied markets
- Meet and exceed sales goals and customer expectations
- Creation and costing of menus; menu styling
- Detail events with clients, site tours, vendor selection
- Preparation of event orders, contracts and invoices
- Attend industry meetings and networking events

Requirements:



- Positive attitude with happy + creative energy
- 3-5 years off-site catering and proven sales and event experience
- Keen sense of event trends, styling, décor, staging
- Highly organized and detailed
- Independent self-starter with “do what it takes” attitude
- Passionate for food and events
- CaterEase and Nowsta software knowledge a plus
- Proficient in MS Office
- Drivers license and access to a car
- Nights, weekends as needed
- Ability to lift 30+ pounds
- Ability to be on feet for extended periods of time

Seedling and Sage Catering is an equal opportunity employer. We are committed to treating all Applicants and Team Members fairly based on their abilities, achievements, and experience without regard to race, national origin, sex, age, disability, veteran status, sexual orientation, gender identity, or any other classification protected by law.

Physical Demands and Work Environment

While performing the duties of this job, the employee is required to walk/stand up to the entire day and occasionally sit in meetings or in front of a computer screen. The employee must occasionally reach, bend, stoop and lift up to 30 lbs., reach overhead and have the stamina to work up to 50 hours a week.

Compensation: \$60,000 - \$85,000 including salary and commission

- Salary commensurates with experience and skills
- Benefits: Vacation Time, Employer Health Care Contribution

Company Benefits: Salary, Commission, Paid time off, health benefits

Please send resume and letter of interest to nmcdevitt@seedlingandsage.com. This is an immediate opening. Do not delay.