

# Cheesemakers, Inc.

2266 SOUTH WALKER ROAD ~ CLEVELAND, TX 77327

PH: (281) 593-1319 ~ FAX: (281) 593-2898 ~ E-MAIL: jck@cheesemakers.com ~ www.cheesemakers.com

---

**Jaimito Brand Hispanic Cheese & Chorizo ~ Lone Star Brand Goat Cheese & Yogurt ~  
Texas Fresh Mozzarella – Hand Formed to Order**

## **POSITION:**

Houston Sales Representative.

## **CHALLENGE:**

Step into a mid-size, fast growing specialty food distribution and manufacturing company as Sales Representative. Learn the business, help the company grow and prosper, and be rewarded through career growth. This is a career investment with a huge opportunity for the right person.

## **COMPANY PROFILE:**

Cheesemakers, Inc. is a specialty cheese and Yogurt manufacturing and fine food distribution company located minutes away from beautiful Lake Conroe, just North of Houston, Texas. Our brand of “Jaimito” Mexican Cheeses, “Lone Star” Hand Ladled Goat Cheeses and Texas Fresh Mozzarella are manufactured and sold in major restaurants and retail chains across the Lone Star state. Cheesemakers, Inc. is in a rapid growth mode, with huge opportunities for advancement and prosperity for people who are dedicated, disciplined, focused and committed to excellence.

## **RESPONSIBILITIES:**

Sales and Marketing for Cheesemakers, Inc. Set appointments with Distributor Sales Reps for “Work Withs” or Just Go Direct to Chefs. Start Out at Cheese Plant in Co. Cheese Sample Vehicle with Fresh Samples and Go Feed Chefs, min. of 8 Chefs per day. Company has a goal of 3 orders per week (3 divided by 8 samples per day x 5 days per week equals a hit ratio (HR) of 7.5%; I have a 20% HR). Control Inventory Level at Distributor by running Stock Status Reports every Monday. Manage and Back Up Delivery Driver. 22’ Straight Truck will be loaded one day for the next and ready to go each morning. Trucks have a Manual 5 Speed. Only need Class C Drivers License.

## **QUALIFICATIONS:**

Must have good communication skills. Bilingual (Spanish/English) helpful. Must be computer literate. Must be detail oriented. Must be on time. Must be reliable and dependable. Knowledge of Windows 98, Word, Excel, ACT! Or equivalent database. Knowledge of Cheese Making. Ability to Hand Form Fresh Mozzarella a Must (2 Week Training at Texas Cheese Plant).

## **SCHEDULE:**

6:00am until Finished, Monday through Friday, Full Time, Permanent. ½ Day Saturdays for Promotions (Demos at stores, Plant Tours, Trade Shows, etc.)

## **SALARY:**

Base Salary = Negotiable + Commission = \_\_\_ % of Total Company Account Sales Increase Receipts Paid by the 15 of Each Month based on prior months sales. Fringe Benefits: Sales Van, Fleet Card, Cell Phone and Health Insurance for Employee.

## **LOCATION:**

2266 S. Walker Road off Hwy.105 halfway between Cleveland (Hwy.59N) and Lake Conroe (Hwy 45N).

## **SUPERVISOR:**

Owner and President – James C. Keliehor, P.E.