



School Nutrition Account Manager

Position Overview

We are looking for a passionate School Nutrition Account Manager who will work closely with our schools to ensure overall quality in performance and school satisfaction.

You will be responsible for developing strong relationships with your assigned schools, connecting with their staff, and students. The School Nutrition Account Manager represents the entire range of company meal services to assigned schools. You will be the school's main point of contact between their staff and our cross-functional internal teams to ensure the timely and successful delivery of our meals. Achieving, sustaining, and increasing overall school and student satisfaction is the primary goal of the position.

This position reports to the Vice President of Sales & Marketing

Responsibilities

- Drive overall school satisfaction and an increase meal service participation among your assigned schools
- Operate as the lead point of contact for any and all matters specific to your assigned schools
- Build and maintain strong, lasting relationships within your assigned schools
- Develop a trusted advisor relationship with key school staff stakeholders
- Monitor and help ensure the timely and successful delivery of our meals according to school orders and needs
- Engage with school staff, parents, and students to drive awareness and interest in our meals
- Communicate clearly the progress of monthly, quarterly, and annual objectives
- Forecast and track key account metrics
- Identify and grow increased meal service opportunities within assigned schools and collaborate with management to ensure growth attainment
- Assist with high severity requests or issue escalations as needed
- Any other related duties as assigned by the Vice President of Sale & Marketing

Work Experience Requirements

- Proven account management or other relevant experience
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, particularly with students, parents, staff, and organization executives
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time while paying strict attention to detail
- Ability to lift up to 30lbs occasionally
- Excellent listening, problem solving, and presentation skills
- Excellent verbal and written communications skills
- AA degree or equivalent desired, but not required

Working Environment Description & Additional Requirements

- This position requires daily car travel
- A reliable car with verifiable insurance coverage is required
- A clean driving record is required
- Mileage is reimbursed at current IRS reimbursement rate
- All prospective employees must pass a background check

Compensation & Benefits

- Salary is commensurate with experience
- This is a full time position
- Health insurance and paid time off

About & Contact

Better 4 You Meals is one of California's leading school meal service provider supporting over 250 schools and serving over 80,000 meals per day. Our home office and kitchen is in the City of Commerce and we employ over 450 employees. We support charter public schools, school districts, private schools, community organizations, and city programs throughout California.

Better 4 You Meals provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics.

Email cover letters with relevant experience and interest in school meal industry, along with resumes to jobs@better4youmeals.com

**Better 4 You Meals
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