

Kodiak Cakes Job Opening



Sales Support Analyst

Kodiak Cakes
Park City, Utah

Who are we?

Kodiak Cakes is a small, fast-growing natural foods company located in the scenic Rocky Mountains of Park City, Utah. Our journey with food began by restoring the whole grain tradition of flapjacks from the American frontier. In the process, we discovered that high quality foods closer to nature are not only more wholesome, but far more delicious and packed with clean energy. We rely on that clean energy from nature to fuel our active, outdoor lifestyle in the mountains.

We make the best-selling whole grain flapjack mix in the nation and also sell baking mixes, syrup, oatmeal, and granola at a large variety of retailers (<http://www.kodiakcakes.com/store-locator-map/>). We're expanding rapidly as the fastest-growing pancake brand in America and need to build our team with more people that share our passion for the outdoors, bring industry experience, thrive in an entrepreneurial culture, and want to make an impact on the front lines of the food revolution. We believe that eating real food closer to nature, getting active outdoors, and preserving local nature will bring back that old, balanced partnership with the wild that our forebears forged out on the frontier. We embrace the spirit of the Kodiak - a pristine wilderness with a rich ecosystem - and we rely on that spirit of the Kodiak to inspire the work we do, the food we eat, and the way we play.

What will this position do?

This role will provide crucial support our sales team. It will work with sales account managers across the country and across various channels to diagnose performance data and prepare sales plans and programs.

Responsibilities include:

- Handling various tasks related to the administrative support of the sales team
- Fulfill with accuracy new item forms per retailer specifications
- Complete processes to support account promotional activity
- Enter and maintain key customer and prospect data
- Run routine sales reports in SPINS and IRI

- Identify and track key information across accounts
- Provide a point of contact for customers with queries about orders and deliveries
- Address any purchase order discrepancies with the sales and operation team
- Any ad hoc projects as necessary

What are we looking for?

We need someone early in their career, looking to learn and progress with multiple mentors, very comfortable with data analysis, and with a curious interest in a sales or sales support career within the CPG industry.

Required:

- Bachelor's degree, preferably in a business-related field
- Microsoft Excel power user
- Superior writing and communication skills
- Detail oriented
- Collaborative
- Ability to be flexible and work with ambiguity in a self-directed way
- Intense hunger to learn and develop
- Strong cultural fit for the Kodiak Cakes brand

How can I apply?

Please apply for this position by sending your resume and a brief note introducing yourself to jobs@kodiakcakes.com.

What else do I need to know?

This role is based in our headquarters near the ski slopes and mountain trails of Park City, Utah. It offers competitive compensation and a wide range of small-company benefits that will be highly valued by someone that fits our company culture. This position will report to the Lead Sales Planning Analyst.

The future of food is whatever our generation decides it will be. We are committed to creating wholesome, natural, authentic food with superior taste to fuel a healthy, active lifestyle. We feel encouraged by some of the wholesome trends in food today and believe that with a concerted effort we can make an enormous impact in building momentum for natural, better-for-you foods. If you feel inspired in this same journey, we invite you to apply to join our team and leave your legacy on the future of food.