



About Us

As passionate coffee enthusiasts, the Reunion Island Coffee Roasters team is dedicated to one common goal: producing great coffee in a sustainable, accessible, and approachable way. From sourcing to production to distribution, our practices reflect the sustainability and quality that we're known for in the specialty coffee industry. We travel all over the world to find great coffees grown in sustainable ways that benefit the people and the land that cultivate them, then bring them home to roast them to perfection in our on-site roasting facility, which runs on 100% green energy.

As a family business committed to making a difference, we rely on our employees to know and uphold the values that define the company. In turn, we ensure that our employees can be proud to work for us by taking care of them and making Reunion Island a great place to work.

Working @ Reunion Island

Our Oakville headquarters houses our offices and our 50,000-square-foot roasting facility/warehouse. We offer competitive wages and a benefits package that includes an employer RRSP, employee assistance program, peer recognition awards, and opportunities for advancement. As a certified B Corporation, we are dedicated to social responsibility and sustainability. As such, we are very active in our local and global communities, and encourage our employees to contribute as well, by giving them paid days off for charitable work.

We've been named as one of Canada's Greenest Employers and as one of Canada's Top Small & Medium Employers, and we care deeply about our employees and giving them a great working experience.

Sales Representative

We are currently seeking a Business Development Representative to join our Reunion Island Team. You will be a dynamic, results-driven individual who has experience in, or a passion for, COFFEE.

As our new Business Development Representative, you will be responsible for building market position by locating, developing, defining, negotiating, and closing business relationships through providing a unique selling proposition to every customer in order to boost top-line revenue growth, customer acquisition levels and business profitability. The role will require you to develop sales strategies to grow existing accounts, prospect leads, and generate new business that will grow our current market share, our brand's reputation, improve customer experiences and drive the overall sales growth of the organization.

On the practical level, you will:

- Develop new business from network, existing business, referrals, and various other channels;
- Manage customer relationships from contract execution to product delivery to after sales service;
- Solidify a solid sales lead strategy to develop an increase of sales growth;
- Qualify new business prospects to build a high potential sales prospect list within local and North American markets;
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Maintaining positive business relationships to ensure consistent increase in future sales.
- Arranging business meetings with prospective clients, negotiating contacts, pricing and value-add services.

We are a dynamic, family-oriented, and social responsible company that cares about your future and well-being - if you have the following qualifications, we want to hear from you:

- Post-Secondary degree/diploma in Sales/Marketing, Business Commerce, an asset
- 3+ years of recent experience in New Business Development. Foodservice experience considered an asset.
- Must possess a valid driver's license and have access to own vehicle

How to Apply:

Please send your recent updated resume outlining your qualifications indicated in the job posting to **hr@ricoffee.com**

Reunion Island Coffee is an equal opportunity employer offering a competitive compensation including extended benefits. Reunion Island welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

We sincerely thank all candidates who have applied, however, only those selected for an interview will be contacted.