

Sorry we had the wrong date listed for the General LIFT meeting it will be held on **Wednesday, Nov 10**. Also we had a correction to the RSVP email address for the New Professionals meeting, emails should go to [holly.deal@pepsico.com](mailto:holly.deal@pepsico.com)



*Longhorn IFT*

*Oct/2010*

## ***LIFT New Professionals Network Re-connect Event***

### **Rhythm & Wine Night**

**Where:** Delaney Vineyard  
2000 Champagne BLVD, Grapvine, TX  
817-481-5668

**When:** Thurs., Nov. 4

**Time:** 6:30 pm

**RSVP:** By Nov. 1<sup>st</sup> to [holly.deal@pepsico.com](mailto:holly.deal@pepsico.com)

Hope you all can make it to our New Professionals Event at Delaney Vineyard in Grapevine! If you've been in the industry for less than 10 years then you are a New Professional so please make plans to join us.

We are excited about getting this group up off the ground and running, and making connections throughout DFW of New Professionals in the Food industry! It's a great time to join in.

To further encourage communication between one another, we've created a facebook page! Check us out and join the group!

Find us on **Facebook** 

## ***LIFT November Meeting***

Mark your calendar, the New Professionals are hosting the November General

LIFT Meeting. The Meeting will be on **Wednesday Nov. 10**, at **Meals on Wheels of Tarrant County** to bring attention to elderly hunger and what the food industry can do to help those in need. More information to come at the Vineyard Social and in next newsletter.

## Jobs Available

### MAINTENANCE MECHANIC

Food Source LP in McKinney is a frozen food processor of entrees, sauces and specialty food products. We are currently looking for an experienced, proactive Maintenance Mechanic with the following skills to join our team: Minimum of 3-5 years experience as a maintenance Mechanic, strong mechanical and strong electrical aptitude. Prefer experience in a food manufacturing facility. Able to perform mechanical troubleshooting, equipment repair and preventative maintenance on processing equipment. Ability to read blueprints and schematics. PC skills in MS Word, Excel. Able to lift 50 lbs. HS Diploma or GED.

Fax or email resume with salary history to: (972) 542-0884, [hr@foodsourceelp.com](mailto:hr@foodsourceelp.com)

Local candidates only, principals only, no phone calls please EOE

### NATIONAL ACCOUNT MANAGER

Company: Griffith Laboratories

Visit Website/Apply Online (Click Here)

Location: Dallas

State: Texas

Salary: Not Specified

Job Types: Corporate Chef, Culinary, National Sales Management

#### Position Overview:

To provide strategic, analytical and tactical leadership within the assigned National Account/Chain channel. He/she will possess well developed skills for building long-term Customer relationships while handling multiple priorities. Driving for results is imperative.

Essential Duties and Responsibilities:

Manage and oversee the execution of our Custom Culinary® sales within the National Account/Chain channel.

Manage Execution: Consistently achieves targeted sales and financial goals. Builds strategies that support our long range goals while staying within financial guidelines.

Business Management: Develop and execute strategies that support our brands, total product portfolio in keeping with our financial goals. Develops sales forecasts, resource needs and customer communications.

Customer Relationship Management: Responsible for customer interaction and developing top-to-top relationships. Understanding of our customer's organizational structure and how to maneuver effectively within these organizations. Represents Custom Culinary® at appropriate trade associations.

Establish Plans: Build short and long-term plans that support both the customer's goals while achieving Custom Culinary's® financial expectations. Positions the company for accelerated growth.

Financial Acumen: Manage our National Account/Chain account P&L to assure that we are selling the right mix of products at the margins set in our company goals.

Problem solving will be related to providing unique and differentiated products to our customers [branded or customized].

Key decision points will be in the area of customer selection, product customization and profitability. Continuous learning with existing and new customer acquisition.

Education and/or Experience: Extensive and proven experience of the National/Chain channel. In-depth understanding of National/Chain strategies. Culinary training/understanding is a big PLUS .

Extensive experience working with chains on custom projects. Years of experience: Minimum 5 years Other: Strategic planning, customer acquisition skills and planning.

**Contact:** Todd Thomasson National Accounts Manager, Food Source, LP 972-548-9001 Fax 972-542-0884 [www.foodsourcecp.com](http://www.foodsourcecp.com)

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