

Wholesale Food Sales Representative

New York & Northern New Jersey · A Farmer's Share Corporation · August 2026



About A Farmer's Share

A farmer's share is the portion of every food dollar that reaches the person who grew the food. That share has declined for decades. But the reason it declined isn't usually something happening on the farm — it's the missing middle: the aggregation, processing, distribution, and market infrastructure that regional food used to run through and largely no longer does. Rebuild that middle and value starts circulating locally again, in farm margins and in the rural economies around them.

A Farmer's Share Corporation works on that middle. We help build circular food economies — systems where food, money, and materials move within a region rather than out of it.

Our partners are farms, and also the organizations working alongside them. We help small, mid-sized, and family farms reach wholesale, institutional, and retail buyers. We build data and aggregation tools for nonprofits and food organizations that need to see and coordinate supply. We advise city and county governments, public agencies, and community organizations rebuilding local economies, with agriculture as the anchor — including policy development, feasibility work, and food system strategy.

We work across New York, Kentucky, and Alabama, under a Public Benefit Corporation charter that commits us to public benefit alongside financial return. We believe thriving farms depend on reliable markets, resilient communities, and a food system that creates value for everyone involved.

The Opportunity

This is the first sales position at A Farmer's Share, and it is deliberately structured as a founding one.

Until now, sales has been carried by the founders. We're bringing in someone to build it properly — and the person who builds it is the person we want leading it. As wholesale volume grows, we anticipate creating a full-time sales leadership position. The contractor in this engagement will be the first person considered for it.

That means the work is broader than a territory. You'll be establishing which channels respond, which buyers convert, what the sales cycle actually looks like in this market, and what the eventual playbook should say. You'll have direct access to the Co-Founders, and your read on the market will shape how the function gets built. A Farmer's Share is actively expanding its network of participating farms across the Midwest and East Coast — as new producers and product categories come online, the buyer relationships you establish grow alongside the company.

We'll be honest about the tradeoff: the base reflects an early-stage company and a part-time engagement, and the commission is where the earnings grow in the short term. This suits someone who wants to help build something and has room to grow into it — a second income, a career change, or a way back into work that's worth doing.

This Might Be Right for You

- Someone who enjoys early-stage work.
- A food, beverage, or distribution rep who liked the selling and not the rest of it.
- Changing careers, with sales experience you'd like to put toward something that adds up.
- Connected to the New York and New Jersey food world — restaurants, retail, markets, kitchens.
- Working toward sales leadership and would rather help build the function than inherit one.

The Work

The contractor sets their own schedule, methods, and approach. The engagement is measured by results.

- **Building the pipeline.** Identifying and qualifying wholesale buyers across multiple channels and developing a working target list of named decision-makers across New York State, New York City, northern New Jersey, and surrounding counties.

- **Opening accounts.** First contact through close. Presenting products and producers credibly, matching buyer needs to seasonal supply, and carrying qualified opportunities to signed orders or supply agreements.
- **Knowing what we can deliver.** Working command of producer products, seasonality, specifications, certifications, and wholesale pricing within the first two months.
- **Reading the market and building the strategy.** A monthly pipeline report and a short written summary — what moved, what stalled, and what you're learning about how this market buys.

Specific deliverables and volume targets are defined in the scope of work and discussed with candidates during the interview process.

Who We're Looking For

This engagement is built for someone who enjoys the pace of an early-stage company, cares about food, and likes selling and building relationships. We're looking at how you work and what you care about as much as at your résumé — so if this sounds like you but you don't think you meet every requirement, please apply anyway.

REQUIRED

- Sales experience that includes carrying accounts from first contact through close
- Skill at building relationships, and an appreciation for consultative, long-cycle selling
- Comfort with cold outreach and steady follow-up over long timelines
- Genuine interest in agriculture, food systems, and supply chains, and willingness to learn the technical side of the business
- Ability to travel throughout the engagement territory and transport product samples

PREFERRED

- Experience in food, beverage, agriculture, hospitality, distribution, or wholesale sales
- Existing buyer relationships within retail, foodservice, institutional, or distribution channels
- Current food safety certifications
- Familiarity with organic, regenerative, regional, or specialty food sourcing
- Valid driver's license and reliable transportation
- Spanish or other languages considered a plus

Compensation and Terms

- \$2,000 per month, paid as an independent contractor (1099)
- Commission on closed sales, tiered by buyer channel, with residual commission on accounts you originate. Rates and structure discussed with qualified candidates during the interview process
- Remote, with travel of approximately 25%
- Mileage and buyer-facing expenses reimbursed within an agreed monthly cap
- You set your own hours and methods and are free to take other work that doesn't compete directly with this engagement
- The engagement runs through December 2026 with the intention of continuing as the sales function grows

To Apply

Send your resume and a brief note to application@afarmersshare.com. Please write the job title in the subject line: "Wholesale Food Sales Representative — New York / Northern New Jersey." No need for a full cover letter — a few paragraphs is plenty. We'd just like to know more about you. Tell us: what should we know about your experience? And after learning more about our organization, what excites you about this role?

We read every application and will respond to each email.

A Farmer's Share Corporation does not discriminate in contracting on the basis of race, color, religion, sex, national origin, age, disability, or any other protected characteristic. Women, veterans, and justice-impacted applicants are encouraged to apply.