

## **Position: Farmers' Market Sales Representative**

Job Type: Part Time Hours

Location: Fresh Farm Cleveland Park or another market in the DMV

Start Date: May 13th - December (Sooner)

Time: 9-1pm (Typically)

Compensation: \$80 Base Pay plus tips and sales incentives

\$80 base pay (29 units or less)

\$90 pay (30-34 units sold)

\$100 pay (35-39 units sold)

\$120 pay (40-44 units sold)

\$130 pay (45-49 units sold)

\$150 pay (50-54 units sold)

Contact: Patrice Cunningham, [patrice@taegukimchi.com](mailto:patrice@taegukimchi.com), 202-531-1869

### **FULL JOB DESCRIPTION:**

Tae-Gu Kimchi is looking for an energetic, enthusiastic, and confident "Farmers Market Sales Representative" that has great communication skills, an extroverted personality, and is good at multitasking to promote, sell, and engage with customers at our Farmers Markets in the DMV. We offer samples because we know that once you try our kimchi you will love it!

Sales experience is preferred but not necessary, we can train anymore with the right personality and attitude. If you are looking for a new exciting job that involves travel, meeting new people every week, and being part of a fun emerging kimchi company - you might be the perfect next Tae-Gu Kimchi Sales Rep!

### **Benefits:**

- All the kimchi you can eat!
- Sales Incentives for bonus pay
- Fun Company Events
- Working with a fast-growing company!

### **The Tae-Gu Kimchi Sales Job:**

Your job is extremely important and essential to the success of the company. You are representing all of us in front of hundreds of people every week. You will need to be able to set up our booth, give out samples, and actively converse with the customers. This is a part-time position with hours TBD on Wednesday, Thursday, Saturday, and Sunday and based on your availability.

### **Key requirements for success :**

- Be friendly, kind, courteous, and respectful to every customer!
- Be willing to show up early to set up, stay and work the booth for the WHOLE time
- Be willing to use your car to transport booth materials, table, tent, and cooler (Not Required)
- be able to lift up to 35lbs sometimes and set up booth (setting up canopy tent, tables, signs, coolers, etc)
- have a smart phone with data service that can use the square point of sale app (we will give you a log in, you just need a phone that can download and work the app)
- File inventory and sales report to us at the end of each market
- Have a can-do attitude, willingness to solve problems, and be excited to grow Tae-Gu Kimchi into a national brand!

**Please reach out and tell us why you would be perfect for this position! Also, honestly feel free to ask us any questions!**

**\*\*\*This is a fun job for interests in any of the following: Farmers Markets, Sales, Brand Ambassador, Part-Time, Travel, Retirees, Teachers, College Students, Recent grads, training, entrepreneur\*\*\***

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## **COMPANY INFO**

Tae-Gu Kimchi is a growing minority woman owned business that makes authentic handcrafted Napa cabbage Kimchi. We have three product lines of Napa cabbage kimchi, Classic, Vegan, and Extra Spicy; currently selling at several Farmers Markets and grocery stores in the DMV. Our goal is to expand our Farmers Market presence in 2023 by operating 20 markets a week.

### **Our Brand Story**

"As a child, making and jarring kimchi for our friends and family at the end of every summer was our family tradition. I can still hear my mom yelling for me to pass her the different ingredients to pour into the large silver bucket that she mixed beautifully by hand onto the crisp, clean, and fresh Napa cabbage.

Historically, making and storing a winter's worth of kimchi was a survival strategy. Napa Cabbage growth was limited in the winter months, so families would make large batches of kimchi and bury them in the ground as their refrigeration method, helping it last much longer through the process of fermentation.

And while we're not burying our kimchi today, Tae-gu Kimchi captures this beautiful tradition in every bite and supports gut health through its naturally occurring probiotics.

Let's continue to 'Spread the Love of Kimchi, together!'"

~Patrice