



Job Description – H&K Japan

Job Title: Regional Business Manager

Location:

Tokyo, Japan
Osaka, Japan

H&K International

About H&K International

H&K International is one of the world's largest suppliers of stainless steel kitchen equipment solutions to the food service restaurant industry, employing approx. 1,500 people worldwide, global operations that supply over 20,000 restaurants in 80+ countries annually. The main focus of the business is on supporting large restaurant chains in their development and expansion internationally. H&K is closely involved in the development of new restaurant concepts and provides significant R&D support to well-known leading quick service restaurant brands.

www.hki.com

H&K Japan Limited

- ✓ Setting up National Operations due to exciting new opportunities
- ✓ Current office and warehouse facilities in Osaka
- ✓ Multinational team
- ✓ Western culture
- ✓ Mixed Men-Women staff, over large age range
- ✓ Growing team of 10 staff with plans for dynamic growth
- ✓ Importing globally, as well as purchasing from domestic suppliers

Objective

Position

- Market Manager is responsible to manage relations on a national and regional level and be direct interface with customer based in Tokyo and other main office locations.
- Depending on candidate there will be a mix of responsibility designated to managing national and regional responsibilities. Although all candidates must have aptitude to handle regional tasks.
- We are looking for candidates with ability to be flexible between 2 different roles.

Responsibilities (General):

- Be responsible for all aspects of customer relationships in Japan, including the assurance of customer satisfaction of each individual restaurant manager
- Proactively introduce and promote new H&K products to H&K's customers in Japan on a regular basis.
- Present regular business review and updates in conjunction with H&K to customers in Japan
- Liaise with McDonald's equipment and construction department regularly to obtain accurate information on parts and forecast sales.
- Maximize the sales values of each new store, remodeling and replacement project plus optimizing the profits of H&K.
- Develop a good working relationship with partner suppliers, franchisee businesses.

- Work with engineering in managing standard equipment changes and the impact on stock.
- Manage any potential obsolete – minimize the risk of obsolete stock

Responsibilities (Regional Business Management):

- Manage each project in coordination from the start of the order to completion and handover of the new store.
- Maximize the sales values of each new store, remodeling and replacement project plus optimizing the profits of H&K.
- Ensure all the equipment detail of each purchase order is 100% accurate, and to ensure all equipment is available on time and complete.
- Provide feedback on projected new store forecast needs and examine lead times.
- Ensure all non-conformances within the sale functions are documented, actioned and procedures and initiatives introduced long terms to ensure no repeat incidents arise.
- Ensure collection of all receivables within the given credit terms.

Qualities and Skills

Essential:

- Strong Japanese language ability
- Good energy
- Ability to multitask and communicate well even when busy (Project management skills)
- Flexibility to work between Japanese and Western business environments
- Ability to look at customers and suppliers as business partners.
- Hard working

Preferable

- Experience in McDonald's / other fast food company
- English skills

Enquiries

For more information please contact H&K Japan General Manager Andy O'Doherty;
andy.odoherty@hki.com

Competitive Salary offered based on experience and perceived value that can be given to H&K.