



Associate Market Sales Rep – Northwest

About H&K

H&K International is a leading global supplier of stainless steel kitchen equipment to the food service industry with a long-established reputation for quality products, precision manufacturing and exceptional customer service. H&K delivers flexible, value-driven restaurant equipment solutions to major customers in North America, Latin America, Europe, Australia and Asia.

Summary

Field Sales position designed to build company New Restaurant, Remodel & Resupply sales, increase market share and manage relationships. This person will be supporting the sales business in the Northwest area of country and will report to the Sales Director located in Aurora, IL.

Essential Functions

- Market Sales Rep positioned in the Northwest; Preferably Washington, or Oregon
- Working from home-based office in respective market
- McDonald's, QSR or restaurant equipment knowledge extremely helpful
- 40%-50% overnight travel required
- Candidate to develop and maintain current customer relationships and establish prospective new key customers in the assigned market to generate and grow the business
- Ability to read blueprints and create sketches for remodel work is helpful
- Educates and directs current and prospective customers to the distinct advantages of utilizing our business in their everyday operations
- Assists our customers in making effective purchases to improve their operations
- Works and coordinates closely with other Market Managers and suppliers
- Sets up in-person visits, conducts sales and project management presentations to existing and prospective customer franchisee organizations
- Helps manage and/or monitor larger equipment orders
- Processes quotes and orders for current and prospective customers as necessary
- Expedites the resolution of customer concerns or complaints.
- Coordinates sales effort with Market Support teams, Project Administrators, Project Managers, Customer Service team, Marketing, Sales Management, and A/R.
- Analyzes key customer potential and determines the value of existing and prospective customers while building a personal sales plan
- Provides management with oral and written reports on customer needs, problems, competition activities, and potential for new products and services



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- Keeps abreast of product applications, market conditions and our competition's activities through pertinent discussions with Regional Deployment and customer base
- Participates in trade shows and conventions and company sales meetings

Education, Experience, and Knowledge Requirements

Key Competencies:

Sales/Customer Management proficient
Strongly motivated self-starter
Organizational and Time Management expertise
Strong Written or Verbal Communication Skills
Outgoing & people focused

Education

AA or BA Degree

Experience & Education: A bachelor's degree in management/marketing direct sales support of QSR chains such as McDonald's is preferred. Being highly organized, detail oriented and committed to their customers are all expected traits that will help this individual be successful in this role. Prior working experience with McDonald's restaurant operations, kitchen equipment, project development or supplier direct sales to McDonald's experience helpful.

*Please submit resume in Word format to Patricia.Conlon@hki.com

***No resumes will be considered without salary history and expectations.**

*No recruiters/staffing agencies will be considered in filling this position.

H&K International offers a competitive benefits package including a comprehensive medical plan that includes short/long term disability, flexible spending account, life insurance, 401k (with 100% match up to 5%), tuition reimbursement, free online training courses and a business casual dress environment.