



## **Job Description Associate Market Sales Rep \_ Great Northwest Area**

### **About H&K**

Founded in 1975, 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 resupply sales, increase market share and manage relationships. Position to report to the Director of Sales & Marketing located in Aurora, IL.

**Essential Duties and Responsibilities** include the following:

- Associate Northwest Resupply Market Sales Rep preferably positioned in Northern California, Oregon or Washington; Working from home-based office
- QSR, or restaurant equipment knowledge extremely helpful; McDonald's experience a plus
- 40%-50% overnight travel required
- Candidate to develop and maintain current customer relationships and establish prospective new key customers in the assigned markets to generate and grow the Resupply business
- Assigned markets; Pacific Sierra and Northwest. May also assist with other US Markets as well.
- 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 current Market Managers and suppliers
- Sets up in-person visits, conducts sales and project management presentations to existing and prospective customers.
- Secures and consults on market rollouts and manages and/or monitors 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 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
- Supplies management with oral and written reports on customer needs, problems, competition activities, and potential for new products and services
- Keeps abreast of product applications, market conditions, our competition's activities through pertinent discussions with Regional Deployment and customer base
- Participates in trade shows and conventions and company sales meetings
- Working knowledge of Microsoft Office Products
- Reports directly to the US Resupply Director of Sales & Marketing



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### **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 helpful