



Job Description Business Development/ Protocols Manager

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

The Business Development/Protocols Manager focuses on maximizing H&K's market position and financial growth. This position works with internal teams, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for H&K. Key responsibilities include building key customer relationships, identifying/supporting various business strategies, negotiate/closing sales opportunities, establish and implement H&K's corporate pricing strategies and creating terms of business agreements.

Job Description

- Building trust and long-term relationships with corporate clients/customers
- Manages pricing negotiations and approvals with customers
- Oversee commercialization and deployment of new products and services
- Analyze, develop & maintain pricing trends and strategies
- Create and maintain business development plans
- Plan and oversee new product/services marketing initiatives
- Define and implement new business procedures
- Provide new and innovative opportunities for increased efficiency and procedures across H&K sales teams
- Complete market research for new product or service ideas as required

Education, Knowledge and Experience Requirements

- Bachelor's degree (B.A.) from four-year college or university
- Minimum of two years related experience and/or training; or equivalent combination of education and experience
- Excellent written and verbal communication, interpersonal, consensus building and project management skills
- Ability to successfully lead others
- Strong analytical and mathematical skills, with the ability to examine business processes and construct streamlined solutions
- Proficient in Excel and PowerPoint

Please submit resume in Word format to opportunities@hki.com.

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

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



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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% and immediate vesting), with eligibility after the first of the month following 12 months of continuous employment, tuition reimbursement, free online training courses and a business casual dress environment.