



## **Regional Sales Manager Bay Area, Southern California, Memphis, New York, Denver, Northwestern Area, Pittsburgh**

### **About H&K**

H&K International is an award winning global supplier of kitchen equipment and related smallwares for the commercial Quick Service Restaurant industry. With a long-established reputation for industry innovation, quality products and exceptional customer service, H&K delivers flexible value-added equipment solutions to major customers around the world. We are evolving our business and experiencing exciting growth. To support our strategic plans we are looking to add valued resources in select territories.

### **The Role: Regional Sales Manager**

The Regional Sales Manager is the primary contact between H&K and key customer partners such as McDonald's, Burger King or Subway. They are responsible for delivering exceptional customer service and growth within a specific area. With structured training and utilizing a world class toolset you will be working with the best professionals in the industry and helping to deliver solutions to customers such as McDonald's Owner / Operators and franchisees. Supporting regional or national initiatives, equipment selection, and construction management are key functions of this position.

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 the RSM role. Prior working experience with McDonald's restaurant operations, kitchen equipment or project development would be extremely helpful in this role.

Work Location(s) will vary based on the opportunity but travel of 30 – 40% is required

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.

From career development to comprehensive benefits to our vibrant, diverse work environment, you'll find plenty of opportunities with H&K.