

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

Responsible for managing the performance of key field-based sales associates and increasing the sales within specified markets. Works directly with multiple stakeholders including external sales group, internal sales group, internal support departments and with key external customers (suppliers, corporate or franchisees). Overall responsibility for effectively & efficiently managing external sales force and expanding company presence within the marketplace.

Essential Functions

- McDonald's, OEM or related restaurant equipment knowledge helpful
- 5-10 years of field sales management experience helpful
- Positioned in our Aurora, IL offices, manage and support daily operations of multiple salespeople within specific geographic areas.
- Promote the company presence the marketplace through the management and execution of specific strategies related to communications, customer service and interpreting customer requirements in assigned markets.
- Promote an environment of continuous improvement in both process and projects.
- Works to maintain high customer satisfaction levels and increase overall sales and market share.
- Effectively recognizes and encourages new program and product sales opportunities.
- Trains & develops staff and promotes a culture that encourages personal and professional development.
- Develops presentation and product knowledge skills of the external sales group.
- Fosters an environment of responsibility in all related activities within the territory.
- Through CRM tools, ensures better time management of those working in the business.
- Develops effective relationships with 3rd party stakeholders (sub-contractors) critical to the success of both high dollar cap ex projects and smaller remodel projects.
- Reviews opportunities for improving performance with sub-contractors.
- Reviews forecasts, budgets and expenses on a regular basis.
- Develops a professional sales plan for all markets.
- Ability to travel up to or exceeding 40%, including overnight stays, may be required.
- Performs other duties as assigned.

Education, Experience, and Knowledge Requirements

- Bachelor's degree (B. A.) from four-year college or university; or several years of related experience and/or training; or equivalent combination of education and experience.



Job Description Sales Manager - Aurora

- Specific experience in the construction or development of franchised projects (Quick Serve Restaurant or similar) would be an advantage. Additionally, any prior experience managing remote project managers would be helpful.

*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.

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.