

About H+K

H+K International is a leading global supplier of stainless steel kitchen equipment to the foodservice 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 representatives and increasing sales in specified markets and accounts. Works directly with multiple stakeholders including external sales group, internal sales group, internal support departments, and with key external customers (corporate or franchisees). Overall responsibility for effectively & efficiently managing the external sales force and expanding company presence within the marketplace.

Essential Functions

- Manage and support daily operations of multiple salespeople within a specific geographic area.
- Promote the company presence in 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 processes and projects.
- Works to maintain high customer satisfaction levels and increase overall sales and market share.
- Develops presentation and product knowledge skills of the external sales group.
- Fosters an environment of responsibility in all related activities within the territory.
- CRM tools ensure better time management for 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 remodeling projects.
- Reviews opportunities for improving performance with sub-contractors.
- Develops a professional sales plan for all markets.
- Performs other duties as assigned.

Education/Experience

Bachelor's degree (B. A.) from a four-year college or university; or several years of related experience and/or training; or equivalent combination of education and experience. To perform this job successfully, an individual should know about key Microsoft programs such as PowerPoint, Excel, and Word. Prior experience with CRM tools is a plus.

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.