



Area Sales Manager Florida

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.

Market Manager

Responsible for the management, planning, coordination, and control of new projects while being the primary contact between HKI and National Quick Serve Restaurants. Responsibilities include, but are not limited to: interfacing between HKI and National Quick Serve Restaurants as a specialized consultant to support new regional or national initiatives; new Store equipment selection, remodels, special kitchen equipment packages and miscellaneous sales orders; makes frequent visits to National Quick Serve Restaurants to discuss existing projects and upcoming rollouts & programs; firms schedules and timelines of new stores and remodels; gathers future business information to increase market share; discusses and resolves open issues; acts as the primary contact for National Quick Serve Restaurants issues and outstanding account balances; makes necessary decisions to satisfy customer issues up to an established limit (escalates to the next step after the reaching limit); communicates internally with the CAD department; coordinates with engineering, manufacturing, and purchasing; coordinates with the logistic and installation departments for successful project completion; answers customer questions regarding sales contracts and resolves any issues; verifies order integrity for entry to OCI/Orion or HKI project management website; and, prepares and distributes sales contracts and other correspondence to customers.

Experience: Organizational skills to coordinate large major multi-year remodeling initiatives of National Quick Serve Restaurants. Understanding of foodservice equipment Business Model and what is required to meet their specific needs most cost-effectively. Established excellent business working relationships to ensure the needs of the customer are met.

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.