



Regional Sales Managers 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 small-wares 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 plan, we are looking to add valued resources in select territories.

The Role: Regional Sales Manager

The RSM is the primary contact between H&K and our McDonald's licensee customers. 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 the customers. Supporting regional or national initiatives, equipment selection, construction management are key functions of this position.

Key functions and requirements of this position includes:

- Identify and consult with customer on kitchen requirements for new and remodel construction.
- Undertake equipment survey including measurements to submit along with scope of works to allow for preparation of AutoCAD drawings.
- Support replacement sales efforts within assigned region.
- Manage, communicate and resolve all opportunities and issues within region utilizing the assigned support teams.
- Attend all customer and trade shows as required.
- Provide direct supervisor with regular updates and market intelligence.

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.