



Your Committed Partner in Excellence!

Position: Director of Hospitality Design Services
Company: Chrane Foodservice Solutions
Position Reports to: Tim Braun, Outside Sales Manager
Job Creation Date: March 2025
Interview Period: Q2 2025
Start Date: Dependent on Candidate's Availability

What is a Chranian?



What's next for Chrane?



Are you the next Chranian?



Reason for the Director of Hospitality Design Services role:

Currently Chrane has a need for true management and support of the foodservice design community. With Chrane's continued growth and desire for complete coverage, we are hiring a Sales Representative to devote 100% of their efforts to growing and supporting this market segment across our entire Texas & Oklahoma region.

What You Can Expect from Chrane:

As an integral member of the Chrane family, you can expect from your company:

- Competitive salary, plus annual bonus based on individual and company performance
- Business related expenses paid (travel, supplies, meals, technology, auto compensation, customer entertainment, etc.)
- 401(k) retirement program with matching company contributions
- Medical insurance
- PTO: 16 working days per year. After 5 years of employment, PTO increases to 21 working days per year. PTO is available after 30 days of employment
- Clearly defined expectations and corresponding coaching from Chrane's ownership team
- Support from a talented group of Customer Success, Culinary, Outside Sales and Marketing Reps
- Extensive onboarding and ongoing mentoring from Chrane's Customer Success, Outside Sales, Marketing, Ownership and Leadership teams
- Human resources and accounting support to ensure your benefits, salary, and accounting needs are met
- Continued opportunities for additional growth and responsibilities, based on a track record of proven successes

CHRANE FOODSERVICE SOLUTIONS, LLC.

9155 STERLING STREET, SUITE 140 IRVING, TX 75063
4100 N SAM HOUSTON PKWY. WEST, SUITE 220 HOUSTON, TX 77086

WWW.CHRANEFS.COM





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An Overview of what Chrane is going to Expect from You:

Embody Chrane's Core Values:

- Relationships Built on a Foundation of Trust & Integrity
- Passionately Driven
- Collaborative & Solutions Oriented
- Fun, Authentic & Tribal
- Sensei & Grasshopper

Director of Hospitality Design Services

Functions include, but are not limited to:

- Grow sales and market penetration with the applicable Chrane Manufacturer portfolio of products and solutions to the Hospitality Designer & Consultant Community. This community caters to the K-12, Multi-Unit, Healthcare, C-Store, Independent, Casino, College & University, Correctional and other Hospitality end-users
- Daily and weekly effective communication with your key defined designer and consultant accounts and Chrane manufacturers to create specification opportunities and drive sales for Chrane manufacturers
- In-depth knowledge of our manufacturers' products and applications within food service operations
- Understanding of a designer and/or consultant's needs and proactively cater to them
- Develop standardized specifications for Chrane manufacturer products that are customized to each designer and consultant's standards
- Reading, writing, understanding and translating consultant / designer specifications with a working knowledge and functional understanding of 11400 project documents
- Ability to read, scale and understand project drawings
- Review projects in CAD and Revit
- Record designer and consultant customer preferences and nuances in Salesforce.com profiles
- Deliver constant, engaging and meaningful education of Chrane manufacturer products and applications utilizing Chrane's test kitchens, offices, manufacturer facilities and customer installations
- Build, uphold and maintain deep relationships with customers through continuous customer engagement, entertainment and genuine relationships
- Punctuality and preparedness for all calls, meetings and presentations. Ensure you have the most current information, and you have done effective pre-call preparation
- Attending and participating in regional and national industry shows to effectively represent Chrane, our manufacturers, engage with customers and approach with a spirit of continuous education

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- Clear and beneficial communication with our customers and factories through electronic or verbal communication and presentation
- Complete intelligent market segment coverage is expected, and travel will be required regularly within Texas/Oklahoma and outside the territory for manufacturer training and customer educational visits
- Ability to store and transport samples from Chrane's offices/storage facilities to various demonstration locations in a vehicle that is not only presentable to customers but functional for product transportation
- Actively communicate and collaborate with other Outside Sales reps, Customers Success, Marketing and Culinary departments to coordinate project details and, training to achieve company wide sales success
- **You must be prepared to spend the evenings or weekend conducting company business, you will be covering a large geographic area of key customers that require routine dining and entertainment frequently**
- Perform other duties as needed

In addition to the defined Director of Hospitality Design Services responsibilities, you will take an active role in and demonstrate proactive participation and teamwork associated with Chrane's overall growth in Texas and Oklahoma. We ask you to also provide critical and instrumental input in both the day-to-day and long-term direction and performance of Chrane.

Requirements & Qualifications:

- The Director of Hospitality Design Services is to reside in the Texas/Oklahoma area with east of travel capabilities. Houston or Dallas/Ft Worth area are preferred due to existing customer bases and the ease of travel in and out of the area
- 5+ years foodservice equipment & supplies sales experience, with 3+ years Hospitality Design Services experience
- Comprehensive understanding and documented history of success providing solutions to the foodservice design and consultant market
- Able to execute all job functions listed above
- Meet provided goals of the role and assist in defining goals for the company with our manufacturers
- Possess ability to uphold company brand, culture, and core values
- Proficient in Microsoft Office, including Word, Excel, and PowerPoint. Experience with Salesforce would be considered a plus
- Working knowledge of CAD. Revit is a plus but not required
- Pass all background checks

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Travel Expectations:

- Frequent overnight travel will be required, likely not to exceed 10 nights per month, participating in:
 - Chrane and industry functions (i.e., tradeshow, Chrane seminars, Chrane company meetings and other industry conventions and seminars)
 - Travel to see key accounts across the territory, and out of territory tests, via air travel or driving
 - Trips to Chrane's manufacturer partners' facilities for training, customer educational visits and demonstrations
 - Trips to work the Chrane Texas and Oklahoma territory during the onboarding period
- The initial 90-day onboarding & training process will be based out of Chrane's DFW and Houston offices, with consistent field work throughout the Texas and Oklahoma territory, and manufacturer visits across the US. The first 90 days of employment will involve more travel than normal so be prepared mentally and physically for this demand

What to Expect from the Interview Process:

- Initial Application Process as defined below
- Completion of Preemployment Online Testing (Pre-Interview)
- Initial Phone Call Interview with Tim Braun (Phase 1)
- Background Check
- In-Person Interview with Chrane Management Team-DFW (Phase 2)
- Second In-Person Interview with Chrane Management Team-HOU (Phase 2 Continued)
- Team Interaction and Activity Component – are you culturally the right fit for Chrane? – DFW or Houston Area (Phase 3)
- Chrane will cover all travel costs associated with the interview process if applicable. Applicants must "pass" each Phase prior to being invited on to the next Phase.

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Applicants, please send the following information to Janie Evans-Troje at JETroje@chraneefs.com:

- Resume
- Cover letter
- Three professional references
- Any questions regarding the position
- Complete the employment application found online at www.chraneefs.com
- Incomplete information sent to Heaven Rasberry will result in applicants not being considered for employment.

For more information about Chrane Foodservice Solutions, LLC please contact Tim Braun (tbraun@chraneefs.com), or visit www.chraneefs.com

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