**Position:** Full-Time Customer Success Team Member/ Inside Support – Houston Office

**Company:** Chrane Foodservice Solutions, LLC
 4540 Kendrick Plaza Dr., Ste 150, Houston, TX

**Position Reports to:** Ashley Agnew, Customer Success Manager

**Job Creation Date:** December 2022

**Interview Period:** December 2022 – January 2023

**Start Date:** As soon as available

**About Chrane Foodservice Solutions, LLC:**

Since its inception on January 2, 2008, Chrane Foodservice Solutions, LLC (Chrane) has evolved from three employees with a few manufacturers to a leading manufacturers’ rep organization recognized for innovation in the foodservice equipment and supply markets of Texas and Oklahoma.

Chrane’s Core Values are built on the following:

* Continuously build relationships on a foundation of trust and integrity
* Passionately driven
* Collaborative and solution-oriented
* Fun, authentic and tribal
* Sensei and grasshopper

At Chrane, we “Chraniacs” work hard, hold each other accountable and expect to have a high level of success for our manufacturers as well as provide solutions for our customers. And along the way we have a tremendous amount of fun!

**Reason for the Inside Sales Support Position:**

Currently Chrane has a need for additional inside sales support. With our continued growth and desire for complete sales support and the highest level of customer service, we are hiring a teammate that offices in our DFW or Houston office and will support our manufacturers and outside sales team per the requirements listed below.

**What You Can Expect from Chrane:**

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

* Competitive salary, plus annual bonus based on individual and company performance. The more instrumental you become to Chrane’s successes, the more you can expect to earn each year. Bonus opportunity to begin following completion of training period
* Business related expenses paid (travel, supplies, meals, technology, auto compensation, customer entertainment, etc.). We are not afraid to arm our team with the latest and greatest resources to be effective. NOTE: Travel for this position will be limited following the training period.
* 401(k) retirement program with matching company contributions
* Medical insurance
* Paid Time Off Policy: 16 working days per year. After 5 years of employment, PTO increases to 21 working days per year. While we work hard and play hard throughout the year, we understand the need to unplug and get away for a while. Paid vacation is available immediately upon hire. We do not expect you to work for a full year to earn some time off. You’ll need a break. We all do. We’re demanding but reasonable
* Clearly defined expectations and corresponding coaching from Chrane’s Management Team, who will get in the trenches with you if needed to help you develop and thrive at Chrane
* Support from a talented group of inside sales support professionals that are here to train and help make you a successful teammate.
* Extensive onboarding and ongoing mentoring from Chrane’s inside sales team and management
* 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

**What Chrane Will Expect from You** (Includes, but not limited to):

As a Customer Success Team Member for Chrane Foodservice Solutions, you will be responsible for the sales support of our outside sales team, management team and our manufacturing partners. How do we expect you to accomplish this?

Mental Requirements:

* + Knowledge is Power: We will provide you with as many training opportunities and resources as needed. We also expect you to use them and seek out more knowledge on your own to truly understand the importance of your role. You will learn the foodservice manufacturing industry and Chrane inside and out. We are looking for a motivated, self-starter who takes the initiative to want to learn and grow in their role
	+ Time Management: You must be able to map out a schedule, often weeks or months in advance. We will hand you a clear-cut schedule for the first 90 days of employment, with an in-depth onboarding process. After 90 days of employment, you should be able to manage your schedule, with minimal coaching assistance along the way
	+ Juggling Act: You must be able to manage multiple projects simultaneously. Organization and prioritization are paramount in our business. You must be able to keep your own ducks in their respective rows as well as seek help from your peers where needed
* Self-motivation: You must have the desire and take the steps to best support your peers and our manufacturers without prolonged handholding
	+ Ethical approach: Self-explanatory. This applies to all the above. This is non-negotiable

Customer Success Support Functions:

* Communicate and liaise verbally and in writing between customers, manufacturers, and Chrane staff, interpret and respond clearly and effectively to spoken requests over the phone or in person, and to verbal or written instructions
* Print and organize any pertinent documents for outside sales team for training sessions, product presentations, or marketing events as needed
* Research information for the outside sales staff that is pertinent to sales activities. Organize and present in a concise manner
* Manage, organize, and update relevant data using database applications and spreadsheets as well as assist in keeping Salesforce account information updated as needed
* Assist in providing dealers with equipment and supply quotes as requested
* Assist with processing and tracking purchase orders and invoices
* Resolve product or service problems by clarifying the customer's need; determining the cause of the problem; selecting and explaining the best solution to solve the problem; expediting correction or adjustment; following up to ensure resolution
* Participate in company meetings, conferences, projects, and team activities
* Cross train within the Customer Success Department – must be capable of performing all Customer Success responsibilities. Continuously cross train as new inside sales staff and inside sales functions are implemented
* You must be prepared to spend the occasional evening or weekend conducting company business. Our job is not always 8am-5pm, Monday through Friday, so a true understanding of going the extra mile is necessary
* Have fun. We expect results from our team, but part of our culture is having some fun along the way
* Perform other duties as needed, “It’s not my job” does not exist at Chrane.

In addition to the defined inside sales support 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:**

* 2+ years office/ administrative support experience
* Solutions-oriented thinker with the ability to think visually as well as verbally
* Proven ability to manage multiple tasks and team members effectively
* Excellent written and oral communication skills
* Strong organizational skills with ability to multi-task, set measurable objectives, and manage timelines
* Willingness to do what needs to be done and get your hands dirty. Sometimes this means physically dirty. We all pitch in to clean the office, test kitchen and warehouse at times
* Will professionally and socially engage with customers and industry peers
* Possess ability to uphold company brand, culture, and values
* Proficient in Microsoft Office, including Word, Excel, and PowerPoint. Experience with Salesforce and Auto Quotes is preferred.
* Pass all background checks
* Successfully pass the online Wonderlic Test by Chrane standards
* Customer Success team members must live in the DFW or Greater Houston area and be able to commute back and forth to work daily

**Travel Expectations:**

* Some overnight travel will be required, likely not to exceed 3-5 nights per quarter, participating in:
	+ Chrane quarterly meetings
	+ Trips to Chrane’s manufacturer partners’ facilities for training and education
	+ Trips to our DFW or Houston offices to train with teammates as needed
* The initial 90-day onboarding and training process will be based out of Chrane’s DFW or Houston office. The first 90 days of employment will involve heavier 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
* (Pre-Interview) Completion of Wonderlic and Microsoft Office Online Testing
* (Phase 1) Initial Phone Call Interview with Ashley Agnew, Customer Success Manager & Background Check
* (Phase 2) In-Person Interview with Chrane Management Team- DFW or Houston Area with a Potential Team Interaction and Activity Component
* Chrane will cover all travel costs associated with the interview process. Applicants must “pass” each Phase prior to being invited on to the next Phase

**Applicants, please send the following information to Janie Evans-Troje at jetroje@chranefs.com:**

* Resume
* Cover letter
* Three professional references
* Any questions regarding the position
* Complete the employment application found online at:

 <https://www.chranefs.com/careers#jobs>

* Incomplete information sent to Janie Evans-Troje may result in applicants not being considered for employment

Chrane Foodservice Solutions, LLC is a privately held, equal opportunity employer.  Our Core Values provide the foundation from which we cherish all talents, skills and ideals that portray and make the communities we live and work in better.

**For more information about Chrane Foodservice Solutions, LLC please contact Janie Evans-Troje at the email address above or visit** [**www.chranefs.com**](http://www.chranefs.com)**.**