**Position:** Territory Manager and Culinary Support – Houston area

**Company:** Chrane Foodservice Solutions, LLC

**Reports to:** Nick Hughes

**Job Creation Date:** Feb 20, 2023

**Interview Period:** Feb-April 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 and a few manufacturers to become a recognized and innovating leading manufacturer’s rep organization in the foodservice equipment and supply markets of Texas and Oklahoma.

Chrane’s missions include ongoing strategic growth as we continue to be a proven motivated organization, providing profitable success and solutions-based sales for our manufacturers, our customers, and our company. Our model is built on Chrane being genuinely engaged as committed partners in excellence to our customers and manufacturers. Curious what “Your Committed Partner in Excellence” means? Check out the Chrane website to learn more.

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 Territory Manager/ Culinary Support role:**

Chrane has a need for a full time Territory Manager/ Culinary Support role. With Chrane’s continued growth and desire for top tier customer culinary sales and support, we are creating a role for a Houston-area based Territory Manager/ Culinary Support role to devote 100% of their efforts to support the growth of our manufacturers’ product education, sales, and support throughout the Texas & Oklahoma region.

**What You Can Expect from Chrane:**

As an integral member of the Chrane family this 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.
* 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. We expect these resources to be used often and wisely.
* 401(k) retirement program with matching company contributions.
* Medical insurance. Dental and Vision options are also available.
* PTO: 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. PTO is available after 30 days of employment.
* Clearly defined expectations and corresponding coaching from Chrane’s ownership 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 Customer Success, Sales and Marketing Reps that are here to make you efficient and successful from the beginning to the end of a project.
* Extensive onboarding and ongoing mentoring from Chrane’s Customer Success team, Territory Managers, Director of Culinary Innovation, Ownership and Leadership team
* 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.

**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

Chrane Territory Manager/ Culinary Support Functions include, but are not limited to:

* Promote and assist the sale of Chrane’s manufacturer’s products.
* Grow sales and market penetration of the applicable Chrane Manufacturer portfolio in the dealer, hospitality, healthcare and multi-unit foodservice community.
* Weekly effective communication with your key end user accounts or respective dealers to follow-up on opportunities is required. This is how we expect you to turn opportunities into orders. No wiggle room.
* Pre- and post-sale equipment demonstrations, trainings and consultations at Chrane offices and customer locations.
* Manage the development, scheduling, content, preparation and execution of routine test kitchen demonstrations and specified manufacturer events featuring Chrane manufacturer equipment, supplies and tabletop wares.
* Coordinate the development of original content for social media and other promotional sales activity with Chrane’s marketing department displaying equipment use, decorative plating and creative mixology pairings.
* Collaborate with Outside Sales Reps to attend sales calls where beneficial and coordinate specific equipment demonstration requests as needed.
* Work with end-user customers on menu and process development while clearly and concisely documenting every detail.
* Attending and properly setting up booth displays at regional industry shows to effectively represent our manufacturers.
* Ensure the Houston test kitchen is always in 100% presentable condition; overall cleaning of test kitchen spaces including the pantry, prep area, and presentation space both after an event, and as needed throughout the week.
* Maintain all Houston Test Kitchens equipment in clean, show-ready, proper working order and keep necessary supplies in stock as required.
* Manage and track all Houston Test Kitchen Equipment and order, swap out and sell off in tandem with Chrane Outside Sales, per Manufacturer requirements.
* Clear and beneficial communication with our customers and factories through electronic or verbal communication and presentation
* Assist with keeping office displays in Houston facilities up to date and relevant for all Chrane manufacturers.
* Chef-driven entertainment, engaging education at Chrane events both onsite and offsite.
* Develop internal training content modules for use in Chrane employee training and product knowledge.
* Ability to 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.
* You must be prepared to spend the occasional evening or weekend conducting company business.
* Perform other duties as needed.

In addition to the defined Territory Manager/ Culinary 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:**

* The Chraniac must live in the metro Houston area and office at Chrane’s Houston office, when not travelling.
* Culinary Degree and/or a minimum of 5+ years’ work experience in a variety of kitchen and culinary positions. Proven, documented experience is key.
* Established industry presence with key industry contacts. Current active involvement in local and state culinary associations is a plus.
* Knowledge of cooking technology and advanced applications with the ability to demonstrate, communicate and implement as needed over a wide variety of culinary settings, including Chain Dining, K-12, Fine Dining, Healthcare, Hospitality & Banqueting.
* Proactive, collaborative, assertive, competitive, self-motivated and attention to detail are a few descriptors of this candidate.
* Outgoing personality with advanced presentation skills. This role will be demonstrating, presenting, and training various audiences routinely and must be able to hold attendees’ attention while translating a message.
* Understanding of and the ability to produce attractive food and beverage presentations and pairings for in-person, recorded and virtual exhibitions.
* Experience cooking and performing on video is a plus; Role will assist Chrane Marketing with culinary content and equipment demonstration and training videos.
* Be a brand ambassador for Chrane’s marketing endeavors while also driving you own brand via social media through posts and interactions via LinkedIn, Instagram, etc.
* Fully document all recipes developed for Chrane and Chrane customers.
* Collaborate with Chrane’s DFW based chef for maximum brand consistency and effectiveness.
* Knowledge of mixology. An extensive background is not required but is a positive
* Understanding of the sales process is a positive
* Ability to listen and truly understand a customer’s need.
* Must have capacity to develop and fully document menus, training programs & processes and coordinate implementation with customers.
* Collaborate with Sales, Marketing and Customer Success Teams for both Customer and Manufacturer success.
* Solutions-oriented thinker with the ability to think visually and verbally.
* Excellent written and oral communication skills.
* Strong organizational and project management skills with ability to multi-task, set measurable objectives, and manage timelines.
* Aggressive desire to succeed and ability to consistently grow sales.
* A willingness to work hard, ask for business, and leave the competition in your wake.
* Highly focused, dependable, and persistent
* Team oriented; able to work effectively across the organization in a fast-paced environment.
* Comfortable taking ownership and working independently.
* Willingness to do what needs to be done and get your hands dirty. We all pitch in to clean the office and warehouse at times. Test kitchen cleanliness and organization will be the responsibility of this role.
* Will professionally and socially engage with customers and industry peers.
* Possess ability to uphold company brand, culture, and core values.
* Proficient in Microsoft Office, including Word, Excel, Outlook, and PowerPoint. Experience with Salesforce would be considered a plus.
* Pass all background checks.
* Successfully pass the online Wonderlic Test by Chrane standards

**Travel Expectations:**

* Some overnight or weekend travel will be required, likely not to exceed 5-7 nights per month on average, participating in:
  + Chrane and industry functions (i.e., tradeshows, 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 plane or motor vehicle.
  + Travel between Chrane’s DFW and Houston offices to perform routine product demonstrations.
  + Trips to Chrane’s manufacturer partners’ facilities for training, customer educational visits or customer tests.
  + Trips to work the Chrane Texas and Oklahoma territory during the onboarding period.
* The initial 135-day onboarding & training process will be based out of Chrane’s Houston office, with consistent field work throughout the Texas and Oklahoma territory, as well as manufacturer visits across the US. The first 135 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 Online Testing (Pre-Interview).
* Initial Phone Call Interview with Janie Evans-Troje (Phase 1).
* Background Check.
* Virtual or In-Person Interview with Nick Hughes – online or HOU (Phase 2).
* Second In-Person Interview with Chrane Management Team – DFW (Phase 3).
  + Candidate flies to DFW in the morning.
  + Chef Robby walks through the equipment and available supplies.
  + Candidate goes out for or has groceries delivered.
  + 2 hours prep and cook time.
  + Engage with marketing for video and social media content skillset.
  + Plate and present to management team.
* Team Interaction and Activity Component – are you culturally the right fit for Chrane? –Houston Area (Phase 4).
* 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.

**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 [www.chranefs.com](http://www.chranefs.com)
* Incomplete information sent to Janie Evans-Troje will result in applicants not being considered for employment.

**For more information about Chrane Foodservice Solutions, LLC please contact Nick Hughes at** [**nhughes@chranefs.com**](mailto:nhughes@chranefs.com) **or visit** [**www.chranefs.com**](http://www.chranefs.com)