Job Title: Hospitality Territory Manager - Michigan, N. Ohio, W. Pennsylvania

Job Summary: The Zink Hospitality Territory Manager is responsible for representing the Zink Hospitality Furniture portfolio within the Architect & Design, Contract Furniture, Hospitality and Foodservice accounts, in their assigned territory. Creating a business plan to identify and pursue these targets, developing relationships and establishing yourself as a resource while finding solutions, is vital to the success of this position. Developing relationships with key customers is crucial in growing sales and identifying new opportunities. Day-to-day activities include working with accounts on current projects, providing product information, pricing and lead times, as well as monitoring orders to ensure on-time deliveries. Additional activities include communicating with key targets on new product introductions, attending sales meetings, training sessions, samples and catalog/literature. An annual tactical plan will be created, evaluated and adjusted to meet company goals.

Key General Responsibilities

- Develop and implement sales and marketing plans which meet both personal and business goals, while expanding manufacturer product penetration in the Territory.
- Build key Architect & Designer, Contract Furniture, Hospitality and Foodservice Multi-Unit relationships
- Create a marketing plan to cultivate this business through individual efforts and team collaboration
- Develop a growing sales pipeline
- Meet or exceed assigned sales quota
- Maintain CRM system (Salesforce) and keep opportunities up to date
- Plan and follow up on all Territory joint calls with our manufacturers
- Seek new applications and customers for our manufacturers' products
- Collaborate in a team environment to coordinate sales efforts
- Schedule regular appointments with accounts to review product needs and new opportunities
- Continually update customers on product changes, modifications and new introductions
- Problem-solve in order to provide solutions to customers' issues
- Participate in Industry Associations, attend Trade Shows and Conferences
- Update customer displays and marketing materials so they remain current

- Maintain organization of Zink Culinary Center Showroom

Qualifications

- Architect/Design and/or Commercial Furniture Sales experience preferred
- Ability to work independently, multi-task and prioritize
- Efficient time management skills
- Ability to create sales plans; execute and adjust as needed
- Solutions-driven with excellent problem-solving skills
- Ability to make quick decisions
- Proficient computer skills and willingness to learn new programs as needed
- Ability to communicate proficiently via phone and email
- Desire to continually grow and develop
- Experience with Salesforce CRM software preferred
- Valid driver's license and reliable transportation required
- Must be located in the Cleveland, OH metropolitan area

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