



Job Title: Hospitality Territory Manager – Central & Southern Ohio, Kentucky, W. Virginia

Job Summary: The Zink Hospitality Territory Manager is responsible for representing the Zink Hospitality furniture portfolio across Architect & Design (A&D), Contract Furniture, Hospitality, and Foodservice accounts within the assigned territory. This role requires creating and executing a business plan to identify and pursue strategic targets, develop strong relationships and position yourself as a trusted resource and solution provider. The Territory Manager will work with key accounts on active projects, provide product recommendations, manage pricing and lead time expectations, and oversee orders to ensure timely deliveries. Additional responsibilities include presenting new product introductions, attending industry events, managing samples and literature, and contributing to the execution of the annual tactical plan aligned with company goals.

Key General Responsibilities

- Develop and execute sales and marketing plans to achieve both personal and company sales goals
- Build and maintain key relationships within A&D firms, Contract Furniture dealers, Hospitality and Foodservice Multi-Unit relationships
- Create and implement a marketing outreach plan in collaboration with the broader Zink team
- Grow and manage a robust sales pipeline
- Meet or exceed assigned sales targets
- Maintain accurate records and timely updates in Salesforce CRM
- Plan and conduct joint sales calls with manufacturer partners
- Identify and pursue new customers and product applications
- Collaborate with the Zink team to ensure consistent and aligned sales efforts
- Conduct regular account meetings to discuss current and future project needs
- Share timely updates with clients on product changes, pricing and lead times
- Resolve issues by providing creative, customer-focused solutions
- Participate in relevant Industry Associations, Trade Shows and Conferences
- Keep customer-facing materials (i.e., catalogs, samples, showroom displays) current and organized
- Maintain and support the Zink Culinary Center Showroom

Qualifications

- Experience in commercial furniture or A&D sales strongly preferred
- Self-motivated, with the ability to work independently and manage multiple priorities
- Strong time management and organizational skills
- Ability to develop and execute sales strategies, and pivot when necessary
- Solutions-oriented with solid problem-solving skills and sound judgment
- Comfortable making quick decisions in a dynamic environment
- Proficient with Microsoft Office and open to learning new software
- Effective written and verbal communication skills
- Experience with Salesforce CRM (preferred)
- Must have a valid driver's license and reliable transportation
- Must reside in the Columbus, Ohio area

About Zink Hospitality

Zink Hospitality is a division of Zink Foodservice, a leading manufacturer's representative group specializing in furniture, equipment, and solutions for the hospitality and foodservice industry. With a territory covering the Midwest and growing nationally, Zink is known for its high-touch service, design-forward solutions, and strategic brand partnerships.

HOSPITALITY