



Opportunity

Do you have a track record of success in foodservice supply with an emphasis on sales management and foodservice distributor and operator contact? Are you ready and do you have what it takes to make a difference and achieve significant results as a key member of the management team of a leading foodservice supply company? If so, this is the right time and the right place for you to leverage your talent, training, experience, and success in working with decision makers by taking on a management position, helping to lead an iconic brand to new heights in the United States, and contributing to an international market leader's global growth.

Position: National Sales Manager, Foodservice
Reports To: President
Location: Fairfield NJ (will not consider a remote location)
Start Date: Q1 2017

We are hiring a National Sales Manager who is responsible for leading growth within the food service division of iSi North America. Reporting to the President, this position will be responsible for managing key customer relationships (distributor and operator) to ensure sales growth, high quality customer service, and the proper usage of iSi North America products. The candidate executes the sales plan through a combination of direct selling activities and supervision of the activities of independent sales representatives across the United States.

What you'll be doing

As the leader of the Sales team, you'll act as the main point-of-contact for our distributors and our reps, analyze sales of customers and territories to create growth strategies, and identify and capture new business in both the distribution and operator communities. As a key leader within the iSi organization, you will interact with our Director of National Accounts-Foodservice, and with relevant iSi departments in our company headquarters, located in Fairfield, NJ. You will also be responsible for reporting on sales activities internally to our senior leadership team, and to our worldwide headquarters in Vienna.

Major Responsibilities:

Build and significantly grow our Foodservice business in the United States by

- Managing sales interface between iSi North America and foodservice customers to meet and exceed sales goals and increase market share by actively calling on end user/operators and existing and new food service distributors as you successfully present solutions offered by our products and system.
- Traveling with sales reps to introduce new products and programs, developing local market specific sales support tools, collaborating with iSi marketing to devise programs and promotional activities, and identifying new account opportunities.
- Training sales reps and customers on new products and programs, and placing into distribution new items and/or categories as appropriate.
- Managing representative relationships by setting objectives, providing training and supervision, managing and evaluating performance, creating and maintaining clear communication lines, and providing preparation for key customer meetings
- Assisting in the development and implementation of company sales and marketing strategies and plans, including providing weekly sales reports to management.
- Preparing and participating in national and regional trade shows, sales meetings, and representative meetings.

- Engaging in cross-team communication with Customer Service, Operations, Marketing, and Finance to ensure optimal service levels and growth for our foodservice customers.
- Developing relationships with industry leaders, customers, chefs, and market influencers, building new networks of contacts on behalf of iSi North America to stimulate interest in our products, onboard market trends, and manage customer needs.
- Gathering market information from the foodservice landscape to determine areas of opportunity, and communicating this information to senior management and colleagues at iSi North America and our Austrian parent company.
- Performs other duties as assigned.

Qualifications:

- Proven track record in sales of foodservice equipment and supply is a requirement. **Please do not apply if your experience is primarily grocery or food sales.**
- Requires a minimum of 3 years in a foodservice E&S sales management role (or similar position)
- Food science degree or Chef training is a plus.
- Must have demonstrated prospecting and closing skills
- Strong analytical skills and proficiency in MS Excel are required.
- Confident presentation skills and strong MS PowerPoint skills are essential.
- Excellent interpersonal and teamwork skills with all organizational levels
- BA/BS or similar from an accredited four-year college or university in a related profession/field.
- Excellent computer skills including experience working with a CRM tool, SAP skills a plus.
- Able to travel up to approximately 50% of time.
- **It is essential that candidates have exhibited successful leadership skills and have existing and verifiable experience and success in managing and growing foodservice sales through distribution.**

Compensation includes a competitive salary and performance bonus as well as medical, dental, LTD benefits, and 401k profit sharing.

If this interests you and you meet the qualifications listed, include your resume, and salary requirements, and a brief description of why you are a great candidate for the position. **No application will be considered without your description of why you are great for the job.**

Send Resume and Cover Letter to: Jeanette Brick, President: jeanette.brick@isi.com

Company Description

Maybe you have cooked with our industry leading food prep equipment, or have seen a top chef at a fine dining restaurant on TV whipping up sweet and savory toppings, batters and desserts. Or you may have been served a cocktail at a trend leading bar made with a rapid infusion of flavor, utilizing our newest product, and then topped with a layer of delicious foam made in our equipment. Perhaps you have been served whipped cream using the familiar iSi whipper at your local ice cream store or national coffee shop chain. Popular with foodservice chain culinary executives, the top fine dining chefs and cutting edge culinary innovators alike, for over 50 years, iSi products have been a fundamental and transformative part of the solutions that culinary decision makers apply to achieve great results in menu development, process improvement, cost reduction and innovation.

Our US subsidiary, iSi North America, a wholesaler and marketer of foodservice, housewares and industrial component products, has been in operation since 1977 and consists of approximately 20 employees based in Northern NJ as well as a national network of independent reps and culinary consultants. Our foodservice team has built an excellent, national customer base of the leading

distributors and has shown it can service, supply, and draw rave reviews from some of the largest and most diverse foodservice operators in our market.

The iSi Group is privately held and headquartered in Vienna, Austria with manufacturing operations in Europe and Asia and subsidiaries or distributors in over 80 countries worldwide. In addition to culinary applications, we are a world leader in the application of disposable gas cylinders for a wide array of industries including automotive, medical devices and many others.