

## **Opportunity**

Are you someone with a proven track record of success in foodservice supply, particularly in sales management, with extensive distributor and operator connections? Are you prepared and equipped to make a substantial impact, driving tangible results as an integral part of the management team within a prominent foodservice supply firm? 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:** Business Development Manager Foodservice  
**Reports To:** Director of Foodservice Sales  
**Location:** Fairfield NJ  
**Start Date:** Q3 2024

We are hiring a [Business Development Manager](#) who is responsible for leading growth within the food service division of iSi North America. Reporting to the Director of Foodservice Sales, 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**

Working closely with the iSi sales team, you'll support 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.

## **Major Responsibilities:**

- Facilitate growth with existing national account customers with communication, training and marketing support.
- Work with the sales reps to manage distributors at a district level.
- 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 new items and/or categories into distribution as appropriate.
- Assisting in the development and implementation of company sales and marketing strategies and plans, including providing monthly 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:**

- Requires a minimum of 5 years' experience in foodservice E&S sales capacity.
- 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 are self-motivated with personal responsibility to act in the best interest of the company.**

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 salary information and your description of why you are great for the job.**

Send Resume and Cover Letter to Heidi Hinkel, Director of Foodservice Sales: Heidi.Hinkel@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.