



Your Committed Partner in Excellence!

Position: Managing Director of National Accounts
Company: Chrane Foodservice Solutions, LLC
9155 Sterling Street, Suite 140. Irving, TX 75063
Position Reports to: Nick Hughes, General Manager
Job Creation Date: January 8, 2021
Interview Period: Q1 & Q2 2021
Start Date: Q2 2021

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 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 Managing Director of National Accounts role:

Currently Chrane has a need for additional top tier national account and multi-unit sales development. With Chrane's continued growth and desire for complete coverage, we are hiring a Dallas-Fort Worth based Rep to devote 100% of their efforts to grow this market segment, and the dealers that support this segment, across our entire Texas & Oklahoma region.

What You Can Expect from Chrane:

As an integral member of the Chrane family, here 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
- 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

CHRANE FOODSERVICE SOLUTIONS

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- Support from a talented group of Customer Success, Culinary 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, 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

Managing Director of National Accounts Functions include, but are not limited to:

- Grow sales and market penetration of the applicable Chrane Manufacturer portfolio to the Multi-Unit Foodservice community, including National Accounts, Emerging Chains, C-Stores, Grocery and Senior Living Chains
- Weekly effective communication with your key defined multi-unit end user accounts and respective dealers to follow-up on opportunities is required. This is how we expect you to turn opportunities into orders. No wiggle room
- Punctuality and preparedness for all sales calls and meetings. Ensure that you have the most current information and you have done effective pre-call preparation
- Attending and properly setting up booth displays at regional industry shows to effectively represent our manufacturers
- Clear and beneficial communication with our customers and factories through electronic or verbal communication and presentation
- Total intelligent market segment coverage is expected, and travel will be required regularly. We expect you to effectively set up your call schedule to maximize your travel throughout the territory
- Ability to store and 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 Managing Director of National Accounts 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.

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Requirements & Qualifications:

- The Managing Director of National Accounts must live in the metro Dallas-Fort Worth area
- Bachelor's Degree and/or 5+ years foodservice equipment & supplies sales experience, with 3+ years National Accounts sales experience
- Comprehensive understanding and documented history of success providing solutions to the foodservice chain market
- Ability to facilitate a chain sale from start to finish, including product introduction & education, manage test(s), pricing, rollout and post-sale support
- Collaborate with Chrane Culinary, Marketing and Customer Success Team for both Customer and Manufacturer success
- Solutions-oriented thinker with the ability to think visually as well as 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
- 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. Sometimes this means physically dirty. We all pitch in to clean the office, test kitchen and warehouse at times
- 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 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 travel will be required, likely not to exceed 5-7 nights per month, participating in:
 - Chrane and industry functions (i.e. tradeshow, 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
 - Trips to Chrane's manufacturer partners' facilities for training, customer educational visits or chain 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 DFW office, with consistent field work throughout the Texas and Oklahoma territory, as well as manufacturer visits across the US, while being mindful of Covid 19 restrictions. 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

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- Completion of Wonderlic Online Testing (Pre-Interview)
- Initial Phone Call Interview with Nick Hughes (Phase 1)
- Background Check
- In-Person Interview with Chrane Management Team- DFW (Phase 2)
- Second In-Person Interview with Chrane Management Team – HOU (Phase 2 Continued)
- Team Interaction and Activity Component – are you culturally the right fit for Chrane? – DFW or Houston Area (Phase 3)
- 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 Jamie Guidry at jguidry@chranefs.com:

- Resume
- Cover letter
- Three professional references
- Any questions regarding the position
- Complete the employment application found online at www.chranefs.com
- Incomplete information sent to Jamie Guidry will result in applicants not being considered for employment

For more information about Chrane Foodservice Solutions, LLC please contact Nick Hughes (nhughes@chranefs.com), or visit www.chranefs.com

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