



3 Old Rockingham Road
Salem, NH 03079
Tel: (603) 893-6191
Fax: (603) 893-1249
info@univexcorp.com

A Manufacturer of Quality Foodservice Equipment Since 1948

NEW ENGLAND REGIONAL SALES REPRESENTATIVE & CORPORATE CHEF

JOB DESCRIPTION

Job Summary:

The New England and New York factory representative plays a crucial role into developing the territory of New York and New England. The factory representative is the person in charge of creating and growing sales within the territory. The qualified person will also work as the corporate chef for the company for training and National and Regional Shows as needed.

Qualifications:

- Bachelor's Degree with 2-5 years of successful sales/culinary chef experience.
- Knowledge of commercial and institutional food service industry.
- Must be goal oriented and have strong interpersonal and problem-solving skills. Must be able to set and meet priorities, establish work plans and objectives, maintain adequate records, provide timely market place feedback, and perform duties under only general supervision.
- Must present a professional, personal, and corporate image and exercise discretion and independent judgment in carrying out assigned responsibilities.
- Must be comfortable in public speaking/Live Demonstrations in front of a crowd.
- Valid Driver's License
- Must have good working knowledge of modern computer practice and software. Including Microsoft Office, Outlook, and all basic functions.
- Must live in the Northeast (NY, NJ, CT, MA, NH)

Job Responsibilities:

- Travel intensively to throughout the defined region to both end users and dealers.
 - o Grow Company Brand
 - o Create Sales Opportunities
 - o Follow up on Sales Opportunities.
- Educate, train, and dispense knowledge to companies' direct employees and indirect sales representatives and service partners; as well as our customer base and end-users of our equipment.



3 Old Rockingham Road
Salem, NH 03079
Tel: (603) 893-6191
Fax: (603) 893-1249
info@univexcorp.com

A Manufacturer of Quality Foodservice Equipment Since 1948

- Manages company growth expectations while working within the existing sales and distribution network and by designing, implementing, and managing new programs, distribution, service programs, and to seek out new opportunities to enable the company to achieve sales and revenue success
- Travel to all major shows, demos, conventions, trainings, and internationally as needed.
 - o Cook at Live Demonstrations for shows (4-6 times per year)
 - o Help Set up and Break down shows
 - o Follow up on Sales Leads
 - o Travel to Factory as needed for training and cooking opportunities.

Preferred Job Skills:

- Chef Skills
- Communication Skills
- Multi-Tasking
- Able to travel around the world
- Able to move and carry 40 lbs or greater
- Ability to work on the road

Please send all resume's to info@univexcorp.com