



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

WEST COAST REGIONAL SALES DIRECTORS JOB DESCRIPTION

Job Summary:

This Univex Corporation regional equipment sales director will be responsible for managing our manufacturing representatives, finding and closing chain company opportunities and supporting our network of dealers and service providers. Our Regional Sales director will grow regional sales by assisting our regional manufacturing representatives maintain existing dealer business and support our dealers in maintaining as well as selling to new end-user prospects such that sales and profits meet the company's growth objectives. Additional compensation opportunities exist for those who meet and/or exceed sales targets. This person will live and exclusively work the territory west of Colorado to California.

Qualifications:

- Bachelor's Degree with 2-5 years of successful sales 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.
- 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 on the western part of the United States.

Job Responsibilities:

- Manages manufacturer's representatives in region to meet budgeted sales targets.
- Communicates and provides product demonstration, training and benefit of all Univex Products with regional Reps, Dealers, Chains and End-Users
- Managing all sales activities and initiatives for Univex Products in regional territory



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- Manages product delivery and satisfaction level of dealers and End-Users

Specific Duties:

1. Development of a regional sales strategy for acquiring new business within the territory. This will be based on a combination of factors including the use of: our extended network of reps, dealers and service providers, trade leads, show leads, referrals, existing chain customer base, and new chain prospects identified through the company's contact management database of competitive accounts. Representative will sell a full line of Univex products that are manufactured or imported for global distribution.
2. Responsible for providing the necessary start-up or in-service training for all Manufacturing Representatives, Dealers and Chain Company end-user in the Region. This will also involve continued training programs for the Dealer Sales Staff and Dealer account end-users and Service Companies on the proper use of Univex products and to monitor its performance during an initial period.
3. Responsible for servicing existing customers, which may include the evaluation of the condition of equipment, updating customers on new products, ensuring existing equipment is being used properly, helping customer with any quality issues and ensuring that our competition is not diminishing ongoing business.
4. Weekly and monthly forecasting all expected sales volume, sales call schedule and assign probability of sale. Any changes with the probability will also be noted in the program. The company places a high priority on this area because of the impact on inventory and profits.
5. Participation in all assigned national trade shows and regional trade shows including setup, breakdown and booth sales / demonstration.
6. Establishes Weekly Direct Sales Call Schedule with Reps, Dealers, Chains and End-users.
7. Establishes Training and Product Demonstration Schedule with Reps, Dealers and End-Users



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8. Communicates Discount and Rebate Programs to Reps, Dealers.
9. Collects, Forwards and Maintains Contact, Account Detail and Marketing Information for all Reps, Dealers, Chains and End-Users in Region to corporate headquarters.
10. Duties and task's not limited to the above.

Please Send All Resume's To: info@univexcorp.com