

# RESTAURANT TECHNOLOGIES

## DIRECTOR OF SALES - GPOs AND FSPs

### JOB SPEC

Restaurant Technologies is currently seeking a Sales Director to lead and develop a top-performing sales team in acquiring new business within key market segments affiliated with Group Purchasing Organizations (GPOs). In this role, you will support your remote team to identify regional and local sales opportunities and develop partnerships with key GPO clients. Additionally, you will partner with the Regional Operations teams to ensure that the sales and operations teams achieve individual and team goals, maintain high standards of service and customer satisfaction, and retain great customers. You will be focused on exceeding sales targets, people management, building relationships and developing and executing Go-To-Market plans. You will also participate in presentations to close key accounts, and collaborate closely with Commercial Operations, Marketing and Finance Teams.

#### Location and Travel Expectations:

- This is a remote position, can be based anywhere in the continental US and does require the ability to travel at least 50% of the time.

#### Responsibilities

- Lead and motivate a remote sales team in sales planning and forecasting, team building, coaching, training, results and compensation management, prospecting, and account closures and retention.
- Develop a GPO strategy and Go-to-Market (GTM) plans with a specific focus on Food Service Provider (FSP / Contract Feeders) partnerships.
- Work to develop strategic relationships with and manage Group Purchasing Organizations and to deliver against channel partnership growth targets.
- Operate with a sense of urgency to drive revenues within the GPO partner network.
- Present to executive leaders and key stakeholders.

#### Required Qualifications

- Experience developing and executing sales strategies
- Experience working with Group Purchasing Organizations (GPOs)
- Strong communication and presentation skills
- Strong collaboration skills and ability to operate within a matrixed / cross-functional environment
- A sense of urgency in driving revenues
- CRM Experience
- Strong Relationship building skills
- Financial acumen, ability to understand the financials of the client business
- Flexibility to travel extensively, including overnight travel 50% or more

#### Preferred Qualifications

- Bachelor's degree
- Data management skills / experience
- Progressive sales experience in restaurant equipment, food service or related industry
- Prior leadership of sales teams
- Salesforce experience

#### Contact Information →

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