



TITLE OF JOB: Vice President, Off-Premise Sales

LOCATION: Mountain West

POSTED: June 2018

SUMMARY:

Responsible for achieving revenue goals and profitability for all off-premise programs, including catering, home delivery and chilled delivery. Lead the development of sales strategies/tactics and leadership of the catering sales team. Leads a team of Sales Professionals and have a measurable impact on our ability to continue to grow and build sales by guiding the Catering Sales Department. Builds the brand's service strategy and applicable brand initiatives in all aspects of the sales and catering process.

RESPONSIBILITIES:

- Meets/exceeds annual revenue targets through the development, advancement and closure of client partnerships.
- Ensures high retention of existing accounts through adept post-campaign account management and education around new product enhancements.
- Independently develops and delivers sales presentations that educates prospective clients on catering value proposition, roadmap, and partnership opportunities.
- Develop sales training program; including curriculum and assessment of training needs for both new and existing RSCD and CSS levels.
- Manage third-party delivery and logistics relationships (e.g. DoorDash, OLO, GrubHub, etc.).
- Assists C Suite in setting the strategic vision for the catering sales department and owns the execution of key departmental projects.
- Identifies and builds relationships with key prospects such as brand executives, managers and administrative professionals through cold calling, networking and referrals.
- Partners with other functional teams to ensure client campaigns are successfully executed from start to finish.
- Learns and leverages key principles of the sales model to maintain control of challenging and complex client opportunities.
- Reviews quarterly sales / statistical metrics and owns Catering Sales budget.
- Attracts, recruits, leads, and retains a team of Regional Catering Sales Directors and Catering Sales Specialists (CSS).

REQUIREMENTS:

- Bachelor's degree or equivalent work experience.
- 8+ years of sales experience, 5+ years supervising employees.
- 5+ years of experience with CRM software such as Oracle or Salesforce.

SALARY & BENEFITS:

Competitive salary and bonus

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

Name: Kevin Stockslager

Direct: (845) 863-5562

E-mail: kevin.stockslager@wrayseach.com

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