



Your Committed Partner in Excellence!

Position: Non-Commercial Territory Manager - Houston
Company: Chrane Foodservice Solutions
Address: 4100 N. Sam Houston Parkway, Ste 220, Houston, TX 77086
Position Reports to: Angie Sneed, Sales Unit Manager
Job Creation Date: September 2025
Interview Period: Q3-Q4 2025
Start Date: Dependent on Candidates Availability

What is a Chraniac?



What's next for Chrane?



Are you the next Chraniac?



Reason for the Non-Commercial Territory Manager role:

Currently Chrane has a need for top-tier Non-Commercial sales development. With Chrane's continued growth and desire for complete coverage, we are hiring a Houston 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, you can expect from your company:

- Competitive salary, plus annual bonus based on individual and company performance.
- Business related expenses paid (travel, supplies, meals, technology, auto compensation, customer entertainment, etc.).
- 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. PTO is available after 30 days of employment.
- Clearly defined expectations and corresponding coaching from Chrane's Sales Unit Managers
- Support from a talented group of Customer Success, Culinary and Marketing Reps
- Extensive onboarding and ongoing mentoring from Chrane's Customer Success team, Territory Managers, Marketing, Management 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.

CHRANE FOODSERVICE SOLUTIONS, LLC.

9155 STERLING STREET, SUITE 140 IRVING, TX 75063
4100 N SAM HOUSTON PKWY. WEST, SUITE 220 HOUSTON, TX 77086

WWW.CHRANEFS.COM





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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

Non-Commercial Territory Manager functions include, but are not limited to:

- Manage large key K-12/ Univ account end users (HOU key accounts)
- Manage related mgmt. group accounts tied to Non-Comm in HOU
- Manage key K-12 bidding dealers (could be specific dealers within a dealership they are not corporately responsible for)
- Manage any K-12 consultant groups
- Work directly with manufacturer regional or non-comm teams
- Participate in Non-Comm POD goals, initiatives, and to-dos through monthly Traction meetings
- Get key customer accounts into The Mix-Houston as often as possible
- Get key end user and dealer accounts into the MIK as often as possible
- Coordinate manufacturer trips to key manufacturer trips suited to specific markets important to the end user/ dealer

In addition to the defined Non-Commercial Territory Manager 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.

Requirements & Qualifications:

- The Non-Commercial Territory Manager must live in the metro Houston area.
- Bachelor's Degree and/or 5+ years foodservice equipment & supplies sales experience, with 3+ years of Foodservice Industry sales experience
- Comprehensive understanding and documented history of success providing solutions to the foodservice market.
- Ability to facilitate a 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.
- 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.

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- Pass all background checks.

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
 - Trips to work the Chrane Texas and Oklahoma territory during the onboarding period.
- The initial 90-day onboarding & training process will be based out of Chrane's Houston office, with consistent field work throughout the Texas and Oklahoma territory, as well as manufacturer visits across the US. The first 90 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
- Initial Phone Call Interview with Angie Sneed (Phase 1)
- Background Check
- In-Person Interview with Chrane Management Team-HOU (Phase 2)
- Second In-Person Interview with Chrane Management Team-DFW (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 Janie Evans-Troje at jetroje@chraneefs.com:

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

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For more information about Chrane Foodservice Solutions, LLC please contact Angie Sneed (asneed@chraneefs.com), or visit www.chraneefs.com

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