



# Territory Manager

**Chrane Foodservice Solutions**, Greater St. Louis (Hybrid)

Chrane is seeking a Territory Manager to drive sales growth and expand market presence across the greater St. Louis region, Southern Illinois, and surrounding markets in Foodservice Equipment and Supplies. This role owns the full sales process, builds strong relationships with dealers and end users, and partners closely with manufacturers to increase product adoption and market share. The ideal candidate is relationship-driven, commercially minded, and experienced in navigating multiple foodservice segments.

## What You Will Do

- Own and grow key end-user accounts across multiple segments including healthcare, hospitality, K-12, higher education, C-store, and independent operations
- Build and manage strong relationships with dealer partners, including broadline, stocking, and street sales dealers
- Lead the full sales cycle from initial engagement through product education, pricing alignment, implementation, and post-sale follow-up
- Drive specification and conversion of targeted product lines across dealer and end-user channels
- Coordinate product testing, demonstrations, and rollouts to support successful product adoption
- Partner with manufacturer teams to align strategy, product positioning, and target accounts
- Bring customers, dealers, and consultants into Chrane's test kitchen and innovation center to accelerate decision-making
- Maintain accurate pipeline visibility and account activity using Salesforce
- Collaborate with Culinary, Marketing, and Customer Success teams to deliver a strong and consistent customer experience
- Representing Chrane at industry events, trade shows, and regional functions
- Provide insight into market trends, competitive activity, and growth opportunities to inform strategy

## What We Are Looking For

- Based in the greater St. Louis area, highly preferred
- 5 or more years of experience in foodservice equipment and supplies, with at least 3 years in a sales or customer-facing role
- Proven success selling across multiple foodservice segments such as healthcare, hospitality, non-commercial, and multi-unit operations
- Strong understanding of dealer networks and general market buying channels

## Seniority Level

Mid-Senior level

## Industry

Food and Beverage Services  
Wholesale, Hospitality

## Employment Type

Full-time

## Job Functions

Sales, Business Development

## Skills

Sales Management  
Territory Management  
Equipment Sales  
Dealer Relationships  
Sales Pipeline Development  
Product Specification  
Consultative Selling  
Key Account Development  
CRM Program Management  
Market Development



- Demonstrated ability to manage opportunities from initial engagement through implementation and follow-up
- Strong relationship-building skills with both end users and dealer partners
- Ability to work cross-functionally with internal teams and manufacturer partners
- Proficiency in Microsoft Office, with experience in Salesforce or similar CRM systems preferred

#### **Travel**

- Travel required approximately 25 to 30 percent within the territory to support customer engagement and sales activity
- Participation in company meetings, manufacturer training, and industry events as needed

#### **Why Join Chrane**

Chrane Foodservice Solutions represents leading manufacturers in the foodservice equipment and supplies industry. Our culture is built on collaboration, strong relationships, and a genuine passion for serving our customers and partners. We believe great workplaces are built by people who take pride in their work and enjoy creating an environment where others can succeed.

#### **Pay and Benefits**

We offer a competitive compensation package along with comprehensive benefits, including health coverage, paid time off, retirement savings, and professional development opportunities. Our supportive, collaborative culture ensures you're valued and set up for success.

#### **Equal Opportunity Statement**

Chrane Foodservice Solutions is an Equal Opportunity Employer. We are committed to creating an inclusive workplace that values diversity and welcomes individuals of all backgrounds. All qualified applicants will receive consideration for employment without regard to race, religion, gender, gender identity or expression, sexual orientation, national origin, age, disability, genetic information, veteran status, or any other protected characteristic under applicable laws. We believe that a diverse and inclusive team strengthens our organization and enhances the work we do.