



## **Business Development Managers**

### **Remote Location**

Server Products is a 70 years old company built on a foundation of innovation, quality products, and superior customer service. We enjoy a reputation of increasing labor efficiency, reducing waste, and improving food quality and safety for our customers and their consumers. Our success has been defined by the people we depend on daily across our company that ensure our customers have a great experience as we work together to find the solutions they need.

As we begin working toward the next 70 years of success, we are expanding our business development organization to help drive the aggressive growth plan we recently launched. As a Server Business Development Manager, you will be responsible for managing existing customer relationships while developing new ones. You should understand and possess solution-based, consultative skills to identify opportunities and leverage Server product offerings to help our customers achieve their goals. Ultimately, we are searching for a highly motivated individuals that possess the skills and ability to play a key role in our overall growth plans for the future.

### **Job Requirements**

- Strong sales, negotiation, organizational and follow-up skills are critical
- Ability to confront and resolve difficult situations both internally and externally and with customers
- Professional attitude, demeanor and image with strong written, oral and presentation skills
- Ability to work independently and in a team environment
- Creative, self-motivated, critical thinker and sound decision maker
- Customer Centric
- Prefer degree in Business, Marketing & Sales, Engineering, Food Service, Logistics or Food Operations
- Reside within 30 miles of major airport. Regions where Business Development Managers are needed:
  - Western Region – Southern California, AZ/Phoenix, or Nevada
  - South Central Region – TX/Dallas
  - Northeast Region – NY/NJ/Eastern Pennsylvania/Philadelphia
  - North Central Region – Western Pennsylvania/Pittsburgh or Ohio/Cincinnati/Cleveland
  - Midwest Region – Chicago/Milwaukee/Minneapolis

You will be supported by a committed management team, energetic partners on the business development team, customer service, marketing, engineering and manufacturing. All eager to meet the customer demands, and ultimately provide a “Serve Better” solution for our customers.

Headquartered in Richfield, Wisconsin, Server Products’ portfolio includes a breadth of industry-leading food warmers, dry food dispensers, condiment and syrup pumps and other conservation solutions for the foodservice industry. Privately held and continually reinvesting, Server is regularly awarded service and innovation awards. Server is committed to global growth and innovation.

Check us out at [www.server-products.com](http://www.server-products.com)

**If you are interested in this opportunity, please submit resume, cover letter and salary expectations to [careers@server-products.com](mailto:careers@server-products.com)**