



Business Development Manager

This position serves the South Region with a preferred base location near the Atlanta, GA area.

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 individual that possesses 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, Foodservice, Logistics or Food Operations
- 30-40% travel within assigned multi-state territory

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.

If interested, please submit cover letter and resume to careers@server-products.com.