



Area Manager (m/f/d) – Foodservice / Catering for the Ostalbkreis district, including Heidenheim, Aalen and Schwäbisch Gmünd

Are you familiar with the hospitality industry, do you understand your customers, and are you keen to actively develop your own territory? If so, we have a field sales role waiting for you, offering a great deal of personal responsibility and scope to shape your work. As a district manager, you'll be close to our customers, identify opportunities on the ground and develop your territory with an entrepreneurial mindset. This involves more than just traditional customer service: we're looking for someone who enjoys getting out and about, spots opportunities and gets things moving – with sales talent, initiative and a genuine interest in our customers.

**Hügli
Nahrungsmittel
GmbH**
Güttlingerstrasse 23
78315 Radolfzell

Contract type
Workload
Start of employment
Language

Permanent
100%
ab sofort
German

Do you have any questions?



Maria Horvath
Talent Acquisition Manager
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Apply online



You can find all the details online as well as the opportunity to apply directly.

Your tasks

- You'll actively develop your sales territory and take responsibility for customer and sales growth in your district.
- You'll be working closely with customers: a significant part of your week will be spent on site with our customers – engaging directly with kitchens, businesses and decision-makers.
- You will further build on existing customer relationships and acquire new customers and business opportunities.
- You identify needs and sales opportunities and use these to develop suitable solutions for your customers.
- You plan your customer visits and activities independently and organise your territory efficiently.
- You monitor market developments and use your insights to tap into new potential.
- You work closely with the retail team, Key Account Management and the back-office team, ensuring that opportunities are capitalised on collectively.
- You take a holistic approach to sales: What matters most to you is not the channel through which a customer places an order, but how we can develop that relationship together and support them successfully in the long term.
- You contribute new ideas, challenge existing approaches and play an active role in shaping change and new sales channels.

What you bring with you

- You enjoy being out and about, are approachable, and are able to win others over to your ideas. At the same time, you work independently and take responsibility for your results.
- Experience in direct customer contact and a passion for selling, advising and networking
- A background in the restaurant trade, institutional catering, catering or the hotel industry – or, alternatively, experience in a foodservice field role
- Experience as a head chef, deputy head chef, sous chef, operations manager or catering manager also provides excellent principles for joining us
- A structured, independent and solution-oriented approach to work
- Strong communication skills, a commitment to service and a good understanding of different customers
- An entrepreneurial mindset and the ambition not only to manage your territory but also to actively develop it further
- Openness to change, new distribution channels and collaboration with various sales partners

What we offer



Professional development opportunities

We offer professional development opportunities in an international environment. We offer a wide range of further training programmes and regular training courses on our training campus.



Health

All employees have the opportunity to take advantage of sports, leisure and well-being programmes throughout Germany with HANSEFIT.



Company events

A variety of company events ensure a great community and a family atmosphere at work.



Fair wages and social benefits

Our attractive additional financial benefits include a company pension scheme, holiday pay, special annual bonus, employee participation and anniversary payments.