

JOB DESCRIPTION

Position Title: Culinary Specialist- Calgary, AB or Port Coquitlam BC

Department: Sales

Reports to: VP of Sales

☒ Salary

☐ Hourly

☒ Full-time

☐ Part-time

Position Summary:

Reporting to the VP of Sales, as DSL's Culinary Specialist, you will play a key role in representing the Henny Penny, Franke, and Taylor brand during sales calls, equipment and product demonstrations and training. you will bring culinary creativity and find solutions to ambiguous culinary and operational business challenges.

Essential Job Functions (day to day responsibilities):

- **Strategic Accounts**
 - Leveraging culinary expertise to collaborate with Strategic Account Managers to answer culinary and product use/application questions from our strategic customers
 - Building relationships with key stakeholders, including chefs employed by the customer, to guide culinary direction and equipment application
 - Building and maintaining database of culinary contacts and needs
 - Leading culinary testing activity within HP/Taylor/Franke in collaboration with your DSL teammates and DSL's customers
 - Consulting and recommending potential changes/process improvements as appropriate
- **Strategic and General Market Accounts**
 - Collaborating with Strategic Business Develop Managers to understand the business challenges of our prospects and recommend culinary and operational solutions
 - Building relationships with the culinary team/chefs within prospective accounts
 - Leading culinary testing activity within HP/Taylor/Franke; Guiding and collaborating with internal teammates and external customers
- **Content Development**
 - Creating relevant culinary content to distribute to social media networks and customers. Vlogs, LinkedIn, Instagram, Facebook, etc.

Recommended Credentials

- Bachelor's Degree in Culinary and/or Hospitality Management preferred
- 10+ years' experience in foodservice operations preferably as an Executive Chef
- Chain and independent restaurant experience preferred
- Experience in foodservice business development and equipment operations
- Creativity, recipe design, culinary and operational problem solving
- Strong analytical skills
- Strong communications and presentation skills
- Understands principles of high efficiency commercial kitchens
- Strong organizational skills
- Proven track record of leadership and teaching skills
- Proficient in Outlook, Word, PowerPoint
- Familiarity with diverse international and regional cuisine cooking
- Ability to travel on short notice, up to 80%

About Us

For over 100 years, DSL has served the foodservice industry by providing, maintaining, and servicing class-leading equipment. Our customers represent the top of the foodservice industry, including McDonald's, 7-Eleven, Mac's, Tim Hortons, A&W, Wendy's, Chevron and more. With an absolute priority placed on providing unmatched service support, DSL continues to grow.

This job description is intended as a guide to the requirements of the position and is not intended to be definitive. The job description will be subject to review, together with the incumbent and according to the needs of the organization.

We offer competitive compensation, meaningful and challenging work, and an engaging and collaborative environment. For more information on our company, please visit our About DSL page. To apply, please submit your resume and cover letter to hr@dslinc.com.

We thank all applicants for their interest; however, only those selected for an interview will be contacted.

