



Sushic, LLC (TGC) is a Houston-based company providing full-service sushi and Asian food operations in universities and corporate offices nationwide. We also provide catering services from small to large scale events. Our company is growing rapidly, and every team member plays a key role in that growth. Our success is driven by delivering real results for our clients. It's also enabled by our culture, which supports personal growth and development, embraces an inclusive work culture, and rewards innovation and excellence.

www.sushicllc.com/ www.tgcsushi.com - visit us to learn more!

Job Description: Account Manager

Sushic is currently seeking an enthusiastic **Account Manager** to manage client accounts, maintain favorable relationships with customers, and to seek out new contracts and accounts for Sushi Bar, Catering and Delivery Services. The ideal candidate will be a self-motivated and adaptable professional with excellent leadership and interpersonal communication who is committed to providing outstanding customer service. The Account Manager will be responsible for setting up meetings with potential clients, negotiating, and making sales pitches for new Sushi Bar operations. This position presents a great opportunity for someone who is looking to work with a forward-thinking company in the food management industry.

Essential Duties and Responsibilities:

- Maintain customer accounts for Sushi Bars, Catering, and Delivery Services including establishing strong, long-term relationships with clients and operators
- Address and respond to customer and operator needs and concerns quickly and effectively troubleshooting any problems that may arise, serving as their main point of contact
- Seek out, establish, maintain, and develop business with customers and prospects for Sushi Bars, Catering, and Delivery Services across regions
- Develop and deliver sales presentations to prospective customers and negotiate contracts
- Review contracts and proposals for new sales
- Be informed of market conditions, product innovations, and competitors' products, prices, and sales; share information with customers as part of value-added services provided.
- Project manage new location openings and setting up Sushi Bar operations
- Supervise and support catering events including load in, event execution/network, and load out
- Update and maintain product offerings and pricing

- Develop a thorough understanding of products and service offerings to be able to support various events and store openings
- Support department goals and objectives as needed
- Travel (up to 30%) by car or plane with overnight stays

Qualifications:

- 3-5 years sales, account management, or other business administration experience preferred
- Bachelor's degree in business administration, hospitality or related degree required
- Hospitality or food service experience preferred
- Proven track record of meeting or exceeding objectives and receiving positive customer feedback
- Ability to multi-task and meet deadlines amidst competing priorities
- Proven negotiation and persuasion capability
- Creative problem solver and innovative thinker
- Ability to work in a fast – paced working environment
- Excellent interpersonal, organizational and communication skills
- Ability to work flexible schedules, including nights and weekends as required
- Must be detail-oriented, dependable, and possess a strong work ethic
- Must have a valid driver's license
- Proficiency in Microsoft Office

Benefits:

- Paid Time Off
- Fully paid health benefits for employee (Medical, Dental, Vision, Life, Short-term disability insurance)
- 401k plan with company match
- Annual performance-based bonus / incentives

Additional Information:

- Work location: Houston HQ office
- Job Type: Full time salaried position

Tokyo Gardens Catering, LLC is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.