



South Central Sales Manager

Job Description

Location: South Arkansas-based with travel (75%)

Salary: \$55,000-65,000 base + commission

Benefits: Health, dental, vision, paid time off

About the Role:

We are looking for a Sales Manager who thrives on building relationships in the food service industry. If you have strong connections with restaurants, food distributors, or food producers and know how to close deals, we want to talk to you!

In this role, you'll grow our sales by identifying and developing private label and co-packing opportunities for dry food products like seasonings, rubs, breadings, and drink mixes. You'll be responsible for managing and growing customer accounts in restaurant groups, food distribution, and convenience store markets.

What You'll Do:

- Develop and maintain relationships with key decision-makers in restaurants, food distributors, and food producers.
- Identify and pursue new business opportunities for private-label dry food products.
- Develop new business opportunities and manage customer accounts from initial contact to ongoing sales.
- Represent the company at industry events, trade shows, and client meetings.
- Travel within Arkansas, Tennessee, and surrounding markets (up to 4 days/wk).
- Establish and manage relationships with food manufacturers.



What We're Looking For:

- **Industry connections** – Experience selling into or working with food service, restaurants, distributors, or food producers.
- **Sales skills** – Ability to prospect, negotiate, and close deals.
- **Self-starter mindset** – Proven ability to work independently, manage multiple accounts, and drive sales growth.
- **Tech proficiency** – Ability to use CRM, email, and basic sales tracking tools.
- **Reliable transportation** – Must have a valid driver's license.

How to Apply:

To apply, please submit a **Cover Page** along with your resume at homestylefriendchicken.com/careers.

Your **Cover Page** (one page) should include:

- Your experience in sales, food service, or restaurant industry connections.
- Why you're interested in this role.
- A recent success story of winning new business or growing a client relationship.