

National Accounts Manager – Food Service

Job Details

Job Type: Full-time

Salary: \$75,000 plus commission

Location: Fargo, ND or Minneapolis, MN area

Job Summary

Homecrest Outdoor Living is seeking a high-performing sales leader to launch and grow our national Food Service & Restaurant division while expanding our Dock Furniture Program. This executive-level business development role will establish strategic partnerships with premium restaurant groups, hospitality operators, food service management companies, architects, designers, purchasing organizations, and ownership groups. The manager will build a new national sales channel while positioning Homecrest as the preferred manufacturer of premium commercial outdoor furniture.

This position offers the rare opportunity to build a new national business segment with executive visibility, meaningful autonomy, and significant long-term growth potential. The successful candidate will help shape the future of Homecrest's commercial division while working alongside an experienced leadership team committed to innovation, quality, and customer success.

Job Duties

- Develop and execute the national business strategy for the Food Service & Restaurant division.
- Acquire and grow regional and national restaurant accounts through direct selling.
- Build executive relationships with ownership, procurement, A&D firms, food service consultants, and hospitality leaders.
- Generate specifications for new construction, renovations, rooftop dining, and patio dining.
- Manage strategic accounts from prospecting through implementation and repeat business.
- Maintain a healthy CRM pipeline, forecast sales, and deliver revenue and profitability goals.
- Represent Homecrest at the National Restaurant Association Show and other industry events.
- Partner with marketing, product development, operations, customer service, and manufacturing to ensure exceptional customer experiences.
- Develop and implement a selling strategy for Homecrest's Dock Furniture Program.
- Collaborate with dock manufacturers to develop integrated outdoor living solutions that complement dock systems.

Requirements

- Bachelor's degree in business, marketing, hospitality, or related discipline preferred.
- 5+ years of success selling to national accounts in Food Service.
- Experience in selling to hospitality and A&D markets is a plus.
- Proven ability to develop new business and close complex, multi-location opportunities.
- Excellent presentation, negotiation, communication, and relationship-building skills.
- Willingness to travel nationally approximately 40–60% of the time.

What Success Looks Like

- Become the trusted outdoor furniture partner for premier restaurant and hospitality brands.
- Develop a sustainable national pipeline that produces long-term recurring revenue.
- Expand Homecrest's market presence within the premium food service segment.
- Drive profitable growth while strengthening the Homecrest brand nationwide.

Benefits

We are proud to offer competitive compensation and a comprehensive benefits package, including:

- | | | |
|----------------------------|------------------------|--------------------|
| • Performance Incentives | • 401(k) plus matching | • Life insurance |
| • Paid travel expenses | • Dental insurance | • Vision insurance |
| • Professional development | • Health insurance | • Paid time off |

About Homecrest

Located in Wadena, MN, Homecrest Outdoor Living is a leading manufacturer of premium outdoor furniture. Since our founding in 1953, we've been dedicated to creating comfortable, durable products that help our customers enjoy life outdoors. Our

commitment to quality craftsmanship and American manufacturing has made Homecrest a trusted name for generations. In fact, many of our iconic wire collections from the 1960s are still in use today, reflecting the lasting quality built into every piece we make.

Our Core Values

At Homecrest, our culture is built on a foundation of four core values. We are looking for team members who share our commitment to these principles:

- **Passion:** We are driven, enthusiastic, dedicated, and proud. We take pride in creating high-quality products that help people love life outdoors.
- **Innovation:** We embrace new ideas and think outside the box. We are constantly seeking better ways to improve our products and our process.
- **Accountability:** We do what we say we will do and take responsibility. We own our work and our results, ensuring the Homecrest name always represents quality.
- **Integrity:** We are open and honest, building trust through transparency and upholding strong ethical values. We believe in doing the right thing, every time.

How to Apply

[Click here](#) to download the PDF application and email it, along with your resume, to hr@homecrest.com.