

K-12 FOOD SOLUTIONS

Territory Manager

South Carolina Market

Feeding Tomorrow's Leaders Today

K-12 Food Solutions is a specialized foodservice sales and support organization dedicated exclusively to the K-12 school nutrition market. Our mission is simple: Feeding Tomorrow's Leaders Today. We are expanding our South Carolina team and seeking a relationship-driven Territory Manager to manage and grow a defined portion of the state.

Position Overview

The Territory Manager will develop and maintain relationships with school nutrition directors and their teams while representing the K-12 Food Solutions manufacturer portfolio. This hands-on sales role combines territory development, consultative selling, student engagement, commodity support, manufacturer collaboration, and exceptional customer follow-through.

Key Responsibilities

- Develop, manage, and grow relationships with K-12 school districts throughout the assigned South Carolina territory.
- Make regular in-person sales calls with School Nutrition Directors, purchasing teams, menu planners, dietitians, and other district decision-makers.
- Present, manage, and grow the K-12 Food Solutions manufacturer portfolio within the assigned territory.
- Identify new opportunities within existing accounts while actively developing new district relationships.
- Coordinate product samples, demonstrations, presentations, pricing follow-up, and product introductions.
- Plan and conduct student taste tests and product evaluations to help districts gain student feedback and product approval.
- Build a strong working knowledge of USDA Foods and commodity processing and help districts maximize available commodity dollars.
- Provide commodity guidance and support throughout the school year in coordination with the K-12 Food Solutions internal team.
- Work alongside manufacturer partners on market visits, district sales calls, presentations, and strategic opportunities.
- Maintain productive distributor relationships and help coordinate product availability, stocking, forecasting, and new product launches.
- Assist districts with menu solutions, product specifications, bids, purchasing opportunities, and implementation.
- Attend state and regional school nutrition conferences, food shows, district events, and industry meetings.
- Maintain an active sales pipeline and communicate opportunities, follow-ups, and market intelligence to K-12 Food Solutions leadership.
- Provide outstanding customer service and follow-through before, during, and after the sale.

Preferred Qualifications

- Experience in K-12 school nutrition, foodservice sales, food manufacturing, brokerage, distribution, or a related industry.
- Existing relationships within the South Carolina K-12 market are strongly preferred.
- Understanding of USDA Foods and commodity processing is highly preferred.
- Strong relationship-building, communication, presentation, organizational, and time-management skills.
- Ability to independently manage a territory, prioritize opportunities, and consistently follow up.
- Willingness to travel regularly throughout the assigned South Carolina territory.
- Team-first mentality, high personal accountability, and a desire to build long-term customer relationships.

What Success Looks Like

Success is more than making a sale. Our Territory Managers become trusted resources for the districts they serve. They understand their customers, solve problems, introduce products that fit district programs, support commodity needs, and build relationships that last for years.