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General Manager – Sales and Operations

Description

Incredible Opportunity!

General Manager – Sales and Operations | Specialty Chemicals Manufacturer

Location: Springdale, AR

Compensation Range: \$175,000 – \$200,000 (Total: Base Salary + Bonus on Revenues & Profit)

Our growing, National Specialty Chemicals Manufacturer client is looking to add a General Manager to lead their Springdale, AR location! This is a heavy Sales Management and Operations role and gives you the autonomy to **Build, Grow and Drive Results**

General Manager – Springdale, AR

Our client is a growing, National Specialty Chemicals Manufacturer (heavy focus on Food Manufacturing Chemicals) who is seeking a General Manager who will be entirely responsible for the development and performance of their branch in Springdale, AR. As the GM, you will be the face of the brand within the Greater Springdale business and industrial communities and associations. You will utilize your Food / Industrial contacts and professional management background to help drive sales within the local area, manage account managers to develop new accounts, provide customer service and leadership abilities to grow revenues, and continue to provide outstanding operations support & efficiencies. You will also manage current team members at the branch in sales, production, service and delivery, exceed customers' expectations and grow brand recognition. You will be tasked with meeting operational, sales, service and revenue goals, growing and diversifying client base, creating and maintaining strong customer relationships with current and future clients, setting sales goals and overseeing the overall performance of all team members along with the general management and administrative duties of the facility. Your primary focus in the beginning will be to set the direction and tone of the future success of the Springdale operation to develop new and lasting customer relationships in the area.

About the Company

Our client has been growing rapidly for the last 40+ years and has over sixty individual operations in every state except Alaska. The company sells and installs large tanks of chemicals into a variety of industrial verticals. These tanks are then refilled by the local operations team about every 30-45 days. Each location blends the chemicals locally on-site and then a Driver delivers and refills the tanks/chemicals.

More About the Springdale, AR Operation

Hiring organization

Titan Executive Search

Employment Type

Full-time

Industry

Chemicals, Manufacturing

Job Location

Springdale, AR, USA

Base Salary

\$ 175000 - \$ 200000

Date posted

February 24, 2026

The Springdale facility has been a top-performing operation in the company for twenty+ years. It is not only a successful company location but is also the Regional HQ for the Mid-South. The Mid-South region consists of seven facility operations. Springdale consists of a small Sales/Account Manager Team, Office Staff, Operations Manager, Blender, Service Technicians and Drivers to service the Greater Springdale area. And as mentioned, the regional office is there which includes HR, Accounting, Executive leadership and more. Springdale possesses a very strong Operations Manager who will report directly to you. All Sales and Office staff report to you as well. Blenders, Service technicians and Drivers report directly to the Operations Manager. This is a strong team that has grown the operation significantly within the last ten years and now has a need for a new Leader/General Manager to take the helm and push growth and operational efficiency.

Additional Information

While you will be responsible for setting the tone and direction of the operation in general, it already has a stellar team in place that you will grow as the business grows. This is certainly a critical role within the company and we are taking some time to find the right person. If you know that you are the right person for this opportunity and have the experience and skillsets we are looking for then I want to hear from you today!

Veterans Welcome!

General Manager Responsibilities:

- Lead, manage, direct, develop and oversee day to day functions of the Springdale operation
- Help to grow revenues through continuous solution-selling activity including lead generation, prospecting and closing new customers especially within the Food and Industrial community/industry/verticals
- Meet, maintain and grow current client base through strong interpersonal relationship skills and exceeding customer expectations in service and product everyday
- Embrace and become the face of the company brand within the Greater Springdale communities to ensure the future growth and success of the operation
- Create and manage budgets
- Hire and train new employees as growth requires
- Evaluating performance and productivity of current and future team members
- Meet with customers to discuss their evolving needs and assess/improve the quality of company's relationship with them
- Leading, training, directing, mentoring sales team and sales team performance
- Meeting and tracking overall planned sales goals
- Setting and tracking individual sales targets
- Promoting organization and products
- Understand ideal customers and how they relate to specific products
- Analyzing accounting and financial data
- Generating reports and giving presentations
- All administrative duties of branch
- Any other duties and responsibilities as it pertains to this position and the leadership of the Pittsburgh operation

Ideal Candidate Qualifications:

- 5+ years successful experience within a Food, Manufacturing or Industrial-related vertical in Springdale, AR
- Experience in Sales Management and Operations Management
- Experience in customer relationship management
- Experience in planning and implementing sales strategies to achieve revenue and profitability goals
- Successful track record of leading a sales team to achieve desired results
- Working knowledge of different business functions
- Strong leadership capabilities
- Strong negotiation and conflict Management skills
- Strong Team-building and Interpersonal skills
- Ability to coach, train and motivate employees
- Strong decision-making abilities
- Familiarity with Salesforce CRM
- High School Diploma Required; Bachelor's Degree from a 4-year accredited University preferred

Compensation:

- \$175,000 – \$200,000 (To Start: This total package includes a base salary and commissions on revenue and profitability – income grows as you grow the business)
- Company Benefits (Health, Dental, Vision, Retirement & more)
- Company Vehicle + Fuel Card
- Strong Corporate Support & Training
- Family-focused company culture