

B2B Outside Sales Representative

Description

B2B Outside Sales Representative

Territory: Northern Virginia

Compensation: \$60,000 Base + Bonus + Recurring Commission

Position Type: 1099 – Independent Contractor

Exciting Opportunity!

Our client is a **growing national franchise organization specializing in pallets, industrial packaging, logistics and supply-chain solutions**. We have been retained by one of the organization's Master Franchise owners to identify a talented B2B Outside Sales Representative to develop and grow their Northern Virginia market.

This is a true **outside B2B hunter role** for someone who enjoys building a territory, prospecting new businesses, getting in front of decision-makers, and developing long-term customer relationships.

About the Company's Products & Services

The company offers a broad portfolio of solutions including **new and recycled pallets, custom pallets, pallet services, shipping crates, corrugated and bulk boxes, IBC totes, industrial drums, transportation, and logistics services**—giving the salesperson multiple opportunities to solve customer needs and grow accounts.

If you feel that you are a great fit for this role then we want to hear from you today!

Veterans Welcome!

The Position

The B2B Outside Sales Representative will be responsible for new customer acquisition and territory development throughout Northern Virginia.

Key responsibilities include:

- Prospect and develop new B2B accounts throughout the territory
- Conduct consistent in-person prospecting, walk-ins, and direct outreach
- Identify and reach purchasing, operations, logistics, warehouse, and supply-chain decision-makers
- Secure and conduct qualified sales appointments
- Identify customer needs and present appropriate solutions
- Develop proposals, manage opportunities, and close new business
- Build profitable, recurring customer relationships
- Maintain an active pipeline and track performance against established KPIs

Performance Expectations

The initial sales model is built around a target of approximately **25 new customers and \$500,000+ in annual new customer revenue**.

Hiring organization

Titan Executive Search

Employment Type

Full-time

Industry

Transportation, Logistics, Supply Chain and Storage

Job Location

Fairfax, VA, USA
Remote work from: VA

Base Salary

\$ 60000 - \$ 60000

Date posted

September 11, 2026

Daily/Weekly/Monthly Activity Expectations:

- 10-20 prospecting stops per selling day
- 2-3 qualified appointments per week
- 10+ qualified appointments per month
- 25 new customers annually

Compensation

- **\$60,000 annual base**
- **\$500 new-customer bonus** for qualifying accounts
- **3% recurring Gross Profit commission** upon reaching established performance thresholds
- **Up to 5% recurring Gross Profit commission** at higher performance levels
- 20% minimum realized margin required for bonus/commission eligibility

What We're Looking For

The ideal candidate is a self-motivated **B2B hunter** who is comfortable creating opportunities rather than waiting for leads.

- B2B outside sales experience
- Proven prospecting and new-business-development ability
- Comfortable with cold calling and face-to-face prospecting
- Strong communication, presentation, and relationship-building skills
- Ability to work independently and manage a territory
- Strong follow-up and pipeline-management habits
- Results-oriented and comfortable working against measurable KPIs

Experience selling into **manufacturing, warehousing, distribution, industrial, transportation, logistics, packaging, facility services, or similar B2B environments** is a plus.