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B2B Outside Sales Representative

Hiring organization
Titan Executive Search

Employment Type
Full-time

Industry
Chemicals, Manufacturing

Job Location
Richmond, VA, USA

Base Salary
$ 70000 - $ 70000

Date posted
November 4, 2026

Description

B2B Outside Sales Representative

Location: Richmond, Virginia | Industrial & Commercial Accounts

Compensation: $70,000 Guaranteed First-Year Compensation + Uncapped Commissions & Residual Income!

Exciting Opportunity!

Are you a motivated B2B sales professional looking for more than just another sales job? Are you ready to build a long-term career where your income grows alongside the customer relationships you develop?

Our client, a well-established national specialty chemicals manufacturer, is seeking a driven, entrepreneurial B2B Outside Sales Representative to develop and grow its Richmond, Virginia, territory.

This is an excellent opportunity for a competitive, self-motivated sales professional with 2–5 years of B2B sales experience who wants to take ownership of a territory, build lasting customer relationships, and create substantial long-term earning potential.

About Our Client

Our client is a privately held, nationally established specialty chemical manufacturer with more than 40 years of experience serving commercial and industrial customers. With more than 50 locations nationwide and a reputation for quality products, exceptional service, and long-term customer relationships, the company continues to grow. Their business model offers sales professionals a unique advantage: recurring customer purchases that create opportunities for ongoing residual commissions. Unlike traditional sales positions where you're constantly starting over each month, this opportunity allows you to build a portfolio of accounts that can continue generating commission income as customers reorder.

The Role

As a B2B Outside Sales Representative, you will be responsible for developing new commercial and industrial accounts throughout the greater Richmond market.

Your primary focus will be identifying prospective customers, conducting face-to-face sales presentations, understanding their operational needs, and introducing customized chemical solutions that improve their business operations.

You'll work with customers across a variety of industries, including manufacturing, food production, industrial facilities, transportation, and other commercial operations.

Once you've established a customer relationship, you'll continue managing and growing that account while the company's operations team handles product deliveries, refills, and ongoing service support.

This is a consultative, relationship-driven sales opportunity for someone who enjoys prospecting, meeting customers in person, closing business, and building a territory for the long term.

Veterans Welcome!

Responsibilities

- Prospect, identify, and develop new B2B commercial and industrial accounts throughout the Richmond territory.
- Conduct outside sales calls, customer visits, needs assessments, and product presentations.
- Build relationships with business owners, plant managers, operations leaders, purchasing managers, and other key decision-makers.
- Develop customized solutions based on each customer's operational requirements.
- Manage the complete sales cycle from initial prospecting through closing.
- Maintain and grow established customer relationships to generate repeat business and additional sales opportunities.
- Coordinate with the local operations team to ensure exceptional customer service and account satisfaction.
- Maintain an organized sales pipeline, track activity, and provide regular reporting to management.
- Represent the company professionally throughout the local business community.

Qualifications

- 2+ years of successful B2B sales experience preferred, with at least 2 years required.
- Proven ability to prospect, develop relationships, and close new business.
- Experience in outside sales, territory development, or consultative B2B selling.
- A hunter mentality with the patience and persistence to develop long-term customer relationships.
- Strong communication, presentation, and relationship-building skills.
- Self-motivated, competitive, organized, and comfortable working independently.
- Willingness to conduct multiple customer visits and follow-ups throughout a consultative sales process.
- Strong work ethic, personal accountability, and commitment to customer service.
- Experience selling industrial products, commercial services, uniforms, facility services, or other recurring B2B solutions is a plus.
- Reliable personal vehicle, valid driver's license, and appropriate automobile insurance required.

Compensation & Benefits

- $70,000 guaranteed first-year compensation.
- Uncapped commission opportunities and recurring residual income.
- Long-term earning potential of $120,000–$150,000+ annually for established, successful sales representatives, typically within years 3–5.

- $450 monthly vehicle allowance ($5,400 annually).
- Comprehensive health insurance benefits.
- Dental and vision insurance options.
- Life insurance.
- 401(k) retirement plan with a 3% company match.
- Supportive local leadership and an established national organization.
- Long-term career opportunity with significant income growth potential.

Build a Career, Not Just a Customer List

This opportunity is particularly attractive to sales professionals who want to move beyond traditional salary-driven compensation and build a lasting book of business. The most successful representatives understand that the effort invested in developing new accounts today can create meaningful recurring income for years to come.

If you're competitive, enjoy the challenge of winning new business, and want an opportunity where your long-term earnings reflect your performance, we'd welcome the opportunity to speak with you!