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Business Account Manager – North Pittsburgh, PA

Description

EXCITING OPPORTUNITY!

My client is a growing \$100MM+ Specialty Chemicals company and is seeking two entrepreneurial self-starters to fill the position of Business Account Manager in order to help them grow their footprint in the North Pittsburgh, PA area . This is a privately-held company that maintains a steadfast focus on offering industry-leading service to not only their customers but also their people. As a result they have long term tenure throughout their 50+ locations nationwide.

This position offers a base salary + uncapped commissions and “lifetime residuals.” As a result of “Lifetime Residuals”, Business Account Managers have the potential to earn \$100k+ after 3-5 years. This is truly a great opportunity for someone who wants a long-term career in sales.

If you are career-minded, hard-working and dedicated to going above & beyond for your customers and are willing to get your jeans dirty almost every day, then we want to hear from you. Must have experience in B2B sales and love to compete and make great money while doing it. If this is you then contact us today!

Qualifications

- 3+ years B2B Sales Background (Industrial Sales a plus)
- Love to Compete & Win
- Passion to service & “WOW” clients – willing to do whatever it takes to make clients happy
- Hungry & Tenacious
- Willing to get dirty (literally)
- Integrity – Do what you say you’re going to do – deliver on promises
- Consultative Sales approach – willing to visit/touch customers 5 -6 times before making the sale
- Hunter & Closer

Job Benefits

- \$40k – 50k base + book of business starting Day 1 (commissions + residuals)
- Company Benefits (Health, Dental, 401k & more)
- Monthly Expense Reimbursement
- Paid Vacation
- Incredible Team Support and work environment

Hiring organization

Titan Executive Search

Employment Type

Full Time

Duration of employment

Permanent

Industry

Chemicals, Manufacturing

Job Location

West Newton/Pittsburgh, PA,
United States

Date posted

June 23, 2020