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## Industrial Account Manager – Oklahoma City, OK

### Description

**Incredible Opportunity! Well-established Specialty Chemicals company has an immediate opening for an experienced Industrial Account Manager in the Greater Oklahoma City, OK area**

Compensation: \$40k - \$45k + commission/residuals + car allowance + Benefits

Our client is a well-established \$150M+ Specialty Chemicals company who has been selling solutions to the nation's Industrial verticals for the past 40+ years. They are privately-held, experiencing solid growth and have 50+ locations nationwide. They are seeking to add another member to their Sales team in the Greater Oklahoma City, OK area. The ideal fit would be an entrepreneurial, self-starter with at least 3+ years of successful B2B sales experience in the Oil & Gas industry. And someone who is looking for the ideal sales career opportunity that offers uncapped commissions and monthly residuals on closed accounts.

The company develops long term relationships with a variety of industrial customers in the Greater Oklahoma City, OK area that include Oil & Gas, Food Production, Manufacturing Facilities, Pulp & Paper Mills, Breweries & more. You will be a vital piece to this process as you will be the face of the brand and will consultatively prospect, present and close these accounts. Once you close on these relationships, you will continue to provide outstanding customer service on a regular basis while the Operations team continues to handle the monthly deliveries and refills.

This is truly a long term sales career for the true sales professional as our client offers a small base salary plus 20% - 30% commissions for every account closed and then those commissions are paid again as residuals every time the operations team redelivers the product to your account. You are actually building a long term income for yourself that is uncapped.

If you feel you are the right individual for this incredible sales career opportunity then I want to hear from you today!

*Veteran Welcome!*

### Responsibilities

- Identify, contact, prospect, present and close Industrial accounts across the Greater Oklahoma City, OK area (Oil & Gas sales background a big plus)
- Continued relationship management of all accounts closed accounts
- Attend Regional Sales meetings at local office as required
- Become the face of the brand in your local area in order to achieve maximum sales results
- Produce reporting as requested by leadership
- Other duties as assigned by leadership

### Qualifications

### Hiring organization

Titan Executive Search

### Employment Type

Full-time

### Industry

Chemicals, Manufacturing

### Job Location

Oklahoma City, OK, USA

### Base Salary

\$ 40000 - \$ 45000

### Date posted

January 16, 2023

- 3+ years of successful B2B Sales experience
- Great attitude, great work ethic
- 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
- Must own your own vehicle with insurance

**What We Offer:**

- \$40k – \$45k base salary + (20% – 30%) commissions & “lifetime” residuals
- Company Benefits (Health)
- Monthly Mileage Reimbursement of up to \$500
- Incredible Team Support and work environment