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## Industrial Sales Account Manager

### Description

#### Incredible Opportunity!

**Well-established, National Specialty Chemicals Manufacturer has an immediate opening for an Industrial Sales Account Manager in the Greater Tulsa Area**

### Introduction

Our client is a well-established \$500M+ Specialty Chemicals Manufacturer 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 the assigned Tulsa, Oklahoma territory (Metro Tulsa, Ft. Smith AR and NWA). This individual plays a dual role—acting as both a business development professional who identifies and closes new opportunities, and as a trusted partner who manages ongoing customer satisfaction, retention, and growth.

### About the Company

The company develops long-term relationships with a variety of industrial customers in Greater Tulsa, NC 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 be 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.

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

*Veterans Welcome!*

### Key Responsibilities:

#### Business Development

- Identify, qualify, and secure new industrial accounts within the Tulsa, OK market.
- Develop and execute a territory sales plan focused on targeted industries such as food processing, fleet washing, manufacturing, oil & gas, concrete/asphalt, and metal fabrication.
- Conduct plant surveys, site audits, and needs assessments to identify opportunities for company's custom-blended chemical programs.
- Prepare and deliver compelling proposals, product demonstrations, and presentations to prospective Customers.
- Manage the sales cycle from initial contact through close, including pricing strategy, customer onboarding, and initial service setup.

## Account Management & Retention

- Maintain close, proactive communication with existing customers to ensure continued satisfaction and performance.
- Manage inventory levels, on-site tanks, and delivery schedules in coordination with operations and customer service teams.
- Conduct periodic performance reviews, usage analysis, and chemical efficiency evaluations with key accounts.
- Resolve issues promptly and effectively, coordinating internal teams to ensure service excellence.
- Expand wallet share through cross-selling and new application development within existing accounts.

## Territory Management & Administration

- Maintain accurate records of all sales activity in the CRM system.
- Track territory performance against goals for revenue, margin, and retention.
- Attend and actively participate in team meetings, training sessions, and regional sales initiatives.
- Maintain a professional presence in the marketplace representing company's, brand, mission, and customer-first culture.

## Qualifications

- Experience: 3–5 years of successful B2B sales experience, preferably in chemical, industrial, or service-based industries.
- Education: Bachelor's degree in Business, Marketing, Chemistry, or related field preferred.
- Strong interpersonal and communication skills with a consultative selling approach.
- Ability to interpret technical and process data to identify customer needs.
- Highly organized with strong time management and follow-up discipline.
- Proficient in Microsoft Office Suite and CRM software.
- Possess a valid driver's license and clean driving record.
- Willingness to travel throughout the Tulsa and surrounding region as required.

## Key Competencies

- Customer Focus & Relationship Building
- Self-Motivation and Accountability
- Technical & Process Understanding
- Problem Solving & Analytical Thinking
- Territory Planning and Execution
- Team Collaboration

## Compensation & Benefits

- FTE: \$108,000
- FTE Breakdown: \$36,000 base salary + 10% on Gross Margin of all current and new sales = \$60,000 + Car Allowance/Expense
- Company Benefits: Health, Dental, Vision, 401k (match), PTO, Holidays & more

## Hiring organization

Titan Executive Search

## Employment Type

Full-time

## Industry

Chemicals, Manufacturing

## Job Location

Tulsa, OK, USA

## Date posted

February 12, 2026