



<https://titanexecutivesearch.com/job/industrial-sales-representative-2/>

## Industrial Sales Representative

### Description

**Incredible Opportunity! Our client has an immediate opening for a closer of new business in their Greater Indianapolis market.**

Our client is a well-established \$300M+ Specialty Chemicals manufacturer who has been selling Chemical systems 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 Indianapolis area. The ideal fit would be an entrepreneurial, self-starter with at least 3+ years of success developing business in Indianapolis's Industrial community. The right individual will be driven, positive and ready to make cold calls and knock on doors. This is an ideal long term sales career opportunity that offers \$75,000 in base salary to start plus uncapped commissions and monthly residuals on closed accounts.

Since 1985, our client offers chemical systems, products and solutions to many different verticals including but not limited to: manufacturing (food, poultry, paper, auto, ink, dairy & more), pulp & paper mills, oil & gas services companies, refineries, breweries, asphalt/concrete, construction, fleet companies, dealerships & more. You will have a wide variety of industries to target and grow. Our client is an established, national brand and needs someone to penetrate the Indianapolis market further.

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

*Veteran Welcome!*

### Responsibilities

- Identify, contact, prospect, present and close new accounts across the Greater Indianapolis area
- Continue relationship management of all accounts closed
- 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

- 3+ years of successful B2B Sales experience into Industrial verticals
- 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)

### Hiring organization

Titan Executive Search

### Employment Type

Full-time

### Industry

Chemicals, Manufacturing

### Job Location

Indianapolis, IN, USA

### Base Salary

\$ 75000 - \$ 75000

### Date posted

February 13, 2024

- 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**

- \$75,000 base salary + commissions/residuals (on closed accounts)
- Company Benefits (Health, HSA, 401k match, PTO & more)
- Monthly Expense Reimbursement
- Incredible Team Support and work environment