



<https://titanexecutivesearch.com/job/outside-sales-representative-account-manager-nashville-tn-2-2-2-4-2/>

Account Manager – Ft. Lauderdale/Miami

Description

EXCITING OPPORTUNITY!

My client is a growing \$150MM+ Specialty Chemicals company and is seeking an entrepreneurial self-starter to fill the position of Outside Sales Representative in order to help them grow their footprint in the Greater Miami-Ft. Lauderdale, FL (South Florida) 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”, Outside Sales Representatives usually become Account Managers after 3-5 years and earn \$100k+. This is a great opportunity for someone who is interested in a long-term sales career.

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

- 2+ years Industrial B2B/Chemical Sales Background
- 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

- \$42k – \$60k base (based upon chemical sales experience) + uncapped commissions & “Lifetime Residuals”
- Company Benefits (Health, Dental, 401k & more)
- Monthly Expense Reimbursement
- Incredible Team Support and work environment

Hiring organization

Titan Executive Search

Employment Type

Full-time

Duration of employment

Permanent

Industry

Chemicals, Manufacturing

Job Location

Ft. Lauderdale/Miami, FL, USA

Base Salary

\$ 42000 - \$ 60000

Date posted

November 23, 2020