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Outside Sales Representative/Account Manager – Midland-Odessa, TX

Description

EXCITING OPPORTUNITY!

My client is a growing \$100MM+ 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 Midland-Odessa, TX area. Incredible opportunity for an aggressive sales person who is looking for a long term career in sales with uncapped earnings potential. Midland-Odessa is essentially an untapped market right now for my client and so the sky is the limit. With over 1200+ formulas and programs to offer the Industrial markets in Midland-Odessa, we have something to offer to just about everyone. Great company culture with tremendous training and support.

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 \$125k+. This 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

- 3+ years Industrial B2B Sales Background
- Some Oil & Gas background (sales and/or operations) strongly preferred
- 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
- Ability to work with little or no supervision
- Able to work out of your home

Job Benefits

- \$30k base + uncapped commissions & “Lifetime Residuals

Hiring organization

Titan Executive Search

Employment Type

Full Time

Industry

Chemicals

Job Location

Midland-Odessa, TX, USA

Base Salary

\$ 30000 - \$ 30000

Date posted

October 7, 2019

- Laptop, Phone Provided
- Monthly Expense Reimbursement
- Paid Vacation
- Work Out of your home