



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

## Account Manager – Chemicals – Fort Wayne, IN

### Description

#### EXCITING OPPORTUNITY!

My client is a growing \$100MM+ Specialty Chemicals company and is seeking an entrepreneurial self-starter to fill the position of Account Manager in order to help them grow their footprint in the Greater Fort Wayne, IN 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 competitive base salary + uncapped commissions and “lifetime residuals.” As a result of “Lifetime Residuals”, Account Managers can usually earn \$100k after 3 years and \$120k after 5 years. 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

#### What Qualities Do Our Successful Sales People Possess?

- 3+ years Industrial B2B 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

- \$36k base + uncapped commissions & “Lifetime Residuals”
- Health Coverage Plan
- Monthly Expense Reimbursement
- Paid Vacation
- Incredible Team Support and work environment

### Hiring organization

Titan Executive Search

### Employment Type

Full Time

### Industry

Chemicals

### Job Location

Fort Wayne, IN, USA

### Base Salary

\$ 36000 - \$ 36000

### Date posted

September 24, 2019