



<https://titanexecutivesearch.com/job/outside-sales-representative-account-manager-winchester-va/>

## Outside Sales Representative/Account Manager – Winchester, VA

### Description

#### EXCITING OPPORTUNITY!

My client is a growing \$100MM+ Specialty Chemicals company and is an experienced B2B Outside Sales Representative who has sold into Industrial accounts. This entrepreneurial self-starter will fill the position of Outside Sales Representative in order to help them grow their footprint in the Greater Winchester, VA 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 strong 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!

### What Qualities Do Our Most Successful Sales Team Members 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

### What We Offer:

- \$50k – 65k base + uncapped commissions & “Lifetime Residuals”
- Company Benefits (Health, Dental, 401k & more)
- Monthly Expense Reimbursement
- Paid Vacation
- Incredible Team Support and work environment

### Hiring organization

Titan Executive Search

### Employment Type

Full Time

### Duration of employment

Permanent

### Industry

Chemicals, Food Production

### Job Location

Winchester, VA, USA

### Base Salary

\$ 50000 - \$ 65000

### Date posted

October 28, 2019