



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

Outside Sales Representative/Account Manager

Description

EXCITING OPPORTUNITY!

My client is a leading \$300MM+ Specialty Chemicals (and growing) company and is seeking to add an Outside Sales Representative/Account Manager in Danville, IL. They already have over 60+ locations across the United States and what is really great about this opportunity is that they would like to open up another office in Danville one to three years down the road. Really exciting opportunity for the right individual who is ready to dominate the Danville/Champagne markets and then manage an operation in the future once the territory is built up. Close enough business to open an office and make great money doing it!

This is a Full Time position that offers a base salary + uncapped commissions and "lifetime residuals." As a result of "Lifetime Residuals", OSR's usually become account managers after 3-5 years and earn \$120k+. This a great opportunity for someone who is interested in a long-term sales career

This company still believes in taking care of their people and boasts very low turnover. If you like to win, are dedicated to going above & beyond for your customers and are willing to get your jeans dirty almost every day then I want to hear from you!

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

What We Offer:

- \$50k-\$75k base + uncapped commissions & "Lifetime Residuals"
- Car & Gas Allowance
- Company Benefits
- Incredible Team Support and work environment

Hiring organization

Titan Executive Search

Employment Type

Full-time

Industry

Chemicals, Manufacturing

Job Location

Danville, IL, USA

Base Salary

\$ 50000 - \$ 75000

Date posted

June 5, 2026