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Outside Sales Representative – Shipbuilding Industry

Description

EXCITING SALES OPPORTUNITY!

My client is a fast-growing, “wood-alternative” product & solutions manufacturer. They offer a lower cost product made from recycled materials into the workboat/shipbuilding industry along with several others who use wood to produce their products. Having been opened since the early 1990’s, my client is positioned perfectly with the rising costs of wood and the increased scarcity of it.

We are currently building out a sales team of twenty professionals across the USA, and one of these twenty being located in Newport News, VA. The right candidate will have a successful track record of selling a product into the Workboat/Shipbuilding, Government, Trailer manufacturing or Commercial Transportation industries. Target first year’s earnings is \$125k – \$135k. This will include a base salary plus strong commission structure, company vehicle and more.

Company culture is terrific as the CEO believes in humility and rewarding his team members before himself. He works hard to foster an environment of creative thought and initiative and this cannot be fostered through self-promotion. Truly a great man with a great team who is set to expand rapidly in the next several years. As a result, we are looking for talented sales professionals who have experience not only closing contracts in an office with a client, but also at a restaurant, on a golf course, etc. Looking for someone who is self-motivated, creative, takes initiative and is ready to work hard for a long term successful career in Sales.

If this sounds like you, then I want to hear from you today!

What Qualities Do Our Successful Sales People Possess?

- 5+ years Industrial B2B Sales Background in Workboat/Shipbuilding, Government, Trailer manufacturing or Commercial Transportation or similar industries
- Love to Compete & Win
- Passion to service & “WOW” clients – willing to do whatever it takes to make clients happy
- Hungry & Tenacious
- 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:

- \$60k – \$75k base + Strong Commissions Structure (\$125k+ first year’s earning target)

Hiring organization

Titan Executive Search

Employment Type

Full Time

Duration of employment

Permanent

Job Location

Newport News, VA, USA

Base Salary

\$ 60000 - \$ 75000

Date posted

October 1, 2019

- Company Vehicle
- Company Benefits
- Expense Reimbursement
- Incredible Team Support and work environment