



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

## Sales Account Manager – Chemicals

### Description

#### EXCITING OPPORTUNITY!

My client is a growing \$300MM+ Specialty Chemicals Manufacturer who is seeking to add an entrepreneurial self-starter to fill the position of Sales Account Manager in order to help them grow their footprint in the Greater Elkhart/South Bend, 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 starting compensation of \$48,000 base salary plus commissions on all new accounts closed and will inherit existing customer commissions in the territory after the first year. This is truly a long term sales career for a true sales professional.

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 2-5 year's experience in B2B sales and love to compete and make great money while doing it. If this is you then contact us today!

*Veterans Welcome!*

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

- 2+ 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:

- \$45k – \$60k base salary
- Commissions: Paid on all new accounts closed and will inherit existing customer commissions in the territory after the first year.
- Health Coverage Plan, HSA
- Monthly Car Allowance – \$450; Monthly Cell Phone allowance – \$30
- All PPE Provided
- Paid Time OFF
- Incredible Team Support and work environment

### Hiring organization

Titan Executive Search

### Employment Type

Full-time

### Job Location

Elkhart, IN, USA

### Base Salary

\$ 45000 - \$ 60000

### Date posted

June 20, 2022