REMOTE – Account Manager (Entry Level Outside Sales)

Remote · US · Full-time · **$65k–68k**

REMOTE – Account Manager (Entry Level Outside Sales)
Location: Remote from Longview, TX, Tyler, TX or surrounding area
Salary Yr 1: Guaranteed $65K-$67.5K + $6300/yr Car Allowance + Annual Bonus for Exceeding Goal
Salary Yr 2+: Base + $6300/yr Car + Uncapped Commission + Profit Sharing + Bonus for Exceeding Goal
Benefits: Medical, Dental, Vision, Disability, 401K w/ Match, PTO, $525/mth Car Allowance + Mileage
Job Type: Full-Time, M-F, 7am-5pm Flexible
Start Date: ASAP
Sponsorship: Not available
Relocation Assistance: Not Available
Territory: East Texas, Northern Louisiana, and Southern Arkansas, including Tyler, Longview, Shreveport, Monroe, and Texarkana
Travel: Visit customers 4 days per week (most within 1-3 hours), HOME MOST NIGHTS

REMOTE – Account Manager (Entry Level Outside Sales) Description

Our client in the manufacturing industry is seeking an **Account Manager** to join their team. This is a remote, outside sales role where you will spend four days per week visiting manufacturing customers to provide process solutions and equipment that improve efficiency. One day per week will be dedicated to working from your home office. The ideal candidate is a self-starter comfortable working independently and managing their own schedule to nurture their territory and drive business growth. While mechanical aptitude or manufacturing experience is helpful (not required), the most critical skills are curiosity, drive, the ability to grasp new concepts, and leverage an extensive support network. Success in this role requires strong accountability, excellent interpersonal skills, and superior organizational abilities. This is a great opportunity to join a **people-centric organization** where you can build a **long-term career** in outside sales and **increase your income year over year**.

REMOTE – Account Manager (Entry Level Outside Sales) Responsibilities

- Manage, maintain, and grow the East TX, Northern LA, and Southern AR territory
- Schedule and plan weekly customer meetings and territory visits
- Visit manufacturing facilities to build relationships & uncover customer needs
- Maintain and grow existing customer accounts
- Identify new business opportunities through prospecting, research, and warm leads
- Assess product and service offerings and recommend solutions to customers
- Conduct product demonstrations during customer meetings
- Build positive relationships with suppliers to ensure mutual growth
- Collaborate with internal teams to deliver effective customer solutions
- Participate in ongoing training and professional development

REMOTE – Account Manager (Entry Level Outside Sales) Qualifications

- Bachelor's degree **OR** 1+ years of sales experience is required
- Ability to learn manufacturing processes and effectively leverage internal resources is required
- Tech-savvy with solid computer skills and comfort learning new software is required
- Ability to spend 4 days per week in the field for customer visits is required (home most nights)
- Ability to spend week 1 at the corporate office for training + ride-a-longs weeks 2-4 is required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zafw/?apply=true

Your search team



Patrick Cahill
President



RJ Ogsos
Sourcer



Michele Luther
Senior Recruiter



Kristina Leege
Client Manager