[CA] Territory Account Manager (Tools or Manufacturing Sales Exp. Req.) – REMOTE

Remote · US · Full-time · **$90k–110k**

Territory Account Manager (Tools or Manufacturing Sales Exp. Req.) – REMOTE
Location: REMOTE from Southern or Northern CA – Must reside in one of the following regions:
-Southern California: San Diego County, Riverside, Orange & surrounding areas (excludes Los Angeles)
-Northern California: Bay Area, Central Valley, or Sacramento Region
Salary: $90,000 - $110,000 Base (OTE Yr 1: ~$130K-$140K; Yr 2: ~$140K-$150K)
Structure: Uncapped Commission + Accelerator + Bonuses + Potential 1st-Year Guaranteed Earnings
Benefits: Medical, Dental, Vision, 401K w/ Match, PTO, Cell Phone, Internet Stipend
Job Type: Full-Time
Start Date: January 2027 but open to ASAP
Sponsorship: Not available
Relocation Assistance: Not Available
Territory: Northern or Southern California determined by the selected candidate's location
Travel: On the road 60-70%, primarily day trips with approximately 3-4 overnights per month

Territory Account Manager (Tools or Manufacturing Sales Exp Req) – REMOTE Description

Our client in the industrial equipment industry is looking for a **Territory Account Manager** to develop and grow a new territory in California. This role focuses heavily on new business development (80% hunting), selling **industrial assembly, fastening, and material handling tools to manufacturing customers**. You will receive support from manufacturer representatives who provide warm leads and help identify sales opportunities. The ideal candidate will have tool or industrial sales experience supporting manufacturing customers, strong technical aptitude, and proven new business development skills. This is a great opportunity to build a territory with strong growth potential and uncapped commission.

Territory Account Manager (Tools or Manufacturing Sales Exp Req) – REMOTE Responsibilities

- Manage and grow your assigned territory within the state of California
- Recommend tool solutions based on customer applications and torque requirements
- Generate new business through prospecting, referrals, resellers, & leads
- Visit manufacturing customers 3-4 days per week to identify opportunities
- Demonstrate tool performance and provide technical product guidance
- Develop sales plans, maintain a steady pipeline, & efficiently plan territory travel
- Partner with manufacturers on joint sales calls and customer visits
- Collaborate with internal teams to support customer needs and opportunities
- Prepare quotes, track projects, & maintain accurate activity in the CRM
- Resolve customer issues and build strong, long-term relationships
- Attend sales meetings, training, trade shows, & industry events as needed

Territory Account Manager (Tools or Manufacturing Sales Exp Req) – REMOTE Qualifications

- 3+ years of **tools OR industrial sales** experience selling to **manufacturing customers** is required
- Strong **consultative selling** and relationship management skills are required
- Strong technical aptitude to learn, demonstrate, & recommend tool solutions is required
- Experience prospecting, hunting, and developing new business is required
- A valid driver's license and ability to travel 60-70% (mostly day trips) is required

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