[TX] Territory Account Manager (Industrial Tools or Manufacturing Sales Exp. Req.) - REMOTE

Remote · US · Full-time · **$85k–100k**

Territory Account Manager (Industrial Tools or Manufacturing Sales Exp. Req.) – REMOTE
Location: REMOTE from Austin, Houston, or San Antonio, TX
Salary: $85,000-$100,000 Base (OTE Yr 1: $110K-$130K; Yr 2: $130K-$140K)
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: Primarily Austin, Houston, and San Antonio, extending south to the Mexico border and west to the New Mexico border
Travel: On the road 40-60%, approximately 2-3 days per week with 2-4 overnights per month

Territory Account Manager (Industrial Tools or Manufacturing Sales Exp. Req.) Description

Our client in the industrial equipment industry is looking for a **Territory Account Manager** to grow their Texas territory. In this role, you will focus on new business development (60% hunting), expanding existing accounts, and selling **industrial tools, including impact wrenches, grinders, hoists, and winches, to manufacturing customers**. You will manage a territory with significant growth potential. The ideal candidate will have tools or industrial sales experience, strong technical aptitude, and proven business development skills. To be successful, you must have strong technical sales skills, the ability to assess customer applications and specifications, to recommending the correct products. This is a great opportunity to grow a territory with strong market potential and earn uncapped commission.

Territory Account Manager (Industrial Tools or Manufacturing Sales Exp. Req.) Responsibilities

- Generate new business through prospecting, referrals, resellers, and incoming leads
- Develop existing customer accounts and identify opportunities to expand product sales
- Research customer applications, technical specs, and product solutions from your home office
- Work directly with customers to determine tool requirements and application needs
- Prepare quotes, follow up on proposals, and manage opportunities through the sales cycle
- Visit customers 2-3 days per week to identify opportunities and build relationships
- Demonstrate tool performance and provide technical product guidance
- Partner with inside sales to coordinate leads, quotes, and customer follow-up
- Develop territory sales plans, maintain a strong pipeline, and track customer activity in the CRM
- Resolve customer issues and build strong, long-term relationships
- Attend sales meetings, training, trade shows, and industry events as needed

Territory Account Manager (Industrial Tools or Manufacturing Sales Exp. Req.) 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 40-60% (mostly day trips) is required

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