Territory Sales Representative

Remote · US · Full-time · **$80k**

Territory Sales Representative
Location: Remote; Must reside in Northern Illinois, Indiana, or Western Ohio
Benefits: Medical (company pays 90% of employee's premium), HSA, Life, 401k (Safe Harbor), Profit-Sharing, Holidays, PTO
Base Salary: $80,000 + Uncapped Commissions (1st Year OTE: $90k-$100k)
Job Type: Full-Time
Territory: Northern Central US (IL, IN, Southern MI, OH); Company Car Provided
Sponsorship not available

Territory Sales Representative (Open to Propane Technicians or Propane Sales Exp.) Description

Our client, a leading supplier of propane equipment, is looking to hire a Territory Sales Representative to oversee their Northern Central region. They understand that a strong foundation in the propane industry is what makes a successful salesperson. That's why **they've had a great track record of helping people with service and technical backgrounds transition into sales,** giving them the opportunity to leverage their product knowledge, build customer relationships, and increase their earning potential through commissions. You'll be joining a smaller, established company with a great reputation in the industry. They've built strong relationships with retail propane companies through their vast inventory, fast shipping, and customer service, and they're looking for someone who can grow those relationships while developing new business. You'll spend about 50% of your time hunting for new business, with the balance focused on existing accounts. This region is still being built up, **but after a few years, you'll likely be earning in line with other members of their sales team, around $150,000 to $180,000.**

Important Note: This is a field sales role where you'll typically travel four days each week. About 50% of your travel will involve overnight stays.

Territory Sales Representative (Open to Propane Technicians or Propane Sales Exp.) Responsibilities

- Develop new business and grow sales within the assigned territory
- Visit customers regularly, with a goal of every 6 to 8 weeks
- Educate customers on propane equipment, products, and solutions
- Provide technical guidance and product support to customers
- Follow up on leads and develop new customer opportunities
- Partner with inside sales to support customer needs and orders
- Manage customer activity, prospects, and sales opportunities in the CRM
- Attend trade shows, customer events, and industry meetings

Territory Sales Representative (Open to Propane Technicians or Propane Sales Exp.) Qualifications

- 3+ years of service or sales experience in the propane industry
- Strong knowledge of propane equipment and systems
- Willingness to travel extensively throughout the assigned territory

Apply: https://twonice.hire.trakstar.com/jobs/fk0zlri/?apply=true

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