Account Manager - Remote

Remote · US · Full-time · **$80k–100k**

Account Manager (Pump/Rotating Equip. or Ethanol Industry Exp Req) – REMOTE
Location: Remote from Iowa
Salary: $80K-$100K + Uncapped Commission + Bonuses/Incentives + Car Allowance $800-$1000/mth
Annual Earnings Estimate: $120,000-$140,000+ (Commission Paid on Bookings, Not Invoices)
Benefits: Medical (Emp: 90% company paid), Dental, Vision, Life, Disability, 401K, PTO, Car Allowance
Job Type: Full-Time
Core Hours: Monday–Friday, 8:00 AM–5:00 PM (Flexible)
Start Date: ASAP
Sponsorship: Not available
Relocation Assistance: Not Available
Territory: State of Iowa, excluding western edge; focus on Des Moines & Cedar Rapids
Travel: Territory Travel 4–5 Days/Week, 2–3 Overnights/Month + Quarterly Corporate Office Visits

Account Manager (Pump/Rotating Equip. or Ethanol Industry Exp Req) – REMOTE Description

Our client in the pump and industrial equipment industry is seeking an Account Manager to grow their Iowa territory. In this role, you will drive new business development and provide industrial pumps, mechanical seals, compressors & rotating equipment solutions to meet customer needs. The ideal candidate will have sales experience involving **industrial fluid handling equipment, such as pumps, mechanical seals, compressors, or gearboxes. Alternatively, technical sales experience serving the ethanol industry is also a great fit.** To be successful, you must have strong mechanical aptitude, proven territory management and business development skills, and the ability to work independently while building long-term customer relationships. This is a great opportunity to join a well-respected, privately held, full-service industrial equipment company known for its positive culture, long-tenured employees, and strong earning potential.

Account Manager (Pump/Rotating Equip. or Ethanol Industry Exp Req) – REMOTE Responsibilities

- Manage and grow Iowa sales, with a focus on developing business with the ethanol industry
- Promote industrial pumps, mechanical seals, compressors, rotating equipment, and related solutions
- Develop new business opportunities through prospecting, referrals, and company-provided leads
- Conduct regular customer visits, targeting approximately five customer or prospect meetings per day
- Plan territory travel using company-provided contact lists and independent prospecting efforts
- Evaluate customer equipment needs and recommend appropriate products and solutions
- Identify bid opportunities and collaborate with Inside Sales on quotations and pricing
- Manage sales opportunities from initial contact through negotiation and closing
- Partner with Product Specialists and internal teams to provide technical support and solutions
- Maintain accurate customer records, sales activity, and opportunity tracking
- Meet territory sales goals while identifying opportunities to expand existing accounts

Account Manager (Pump/Rotating Equip. or Ethanol Industry Exp Req) – REMOTE Qualifications

- 3+ years of selling **pumps/rotating equipment OR into the ethanol industry** is required
- Strong **mechanical aptitude** is required
- Demonstrated success in territory management and new business development is required
- Ability to travel throughout IA 4-5 days per week, including 2–3 overnights per month, is required
- Ability to spend 2–3 days of the first week at the corporate office for training is required
- Valid driver's license and a good driving record for the past 7 years are required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zn96/?apply=true

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