Account Manager - Remote

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

Account Manager (Industrial Pumps / Positive Displacement Pumps Exp Req) – REMOTE
Location: Remote from Ohio or Pennsylvania
Salary: $80K-$100K + Uncapped Commission + Bonuses/Incentives + Car Allowance $800/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: Northeast Ohio to Western Pennsylvania
Travel: Territory Travel 4–5 Days/Week, 2–3 Overnights/Month + Quarterly Corporate Office Visits

Account Manager (Industrial Pumps / Positive Displacement Pumps Exp Req Description

Our client in the pump and industrial equipment industry is seeking an **Account Manager** to grow their Northeast Ohio and Western Pennsylvania territory. In this role, you will drive new business development, strengthen existing customer relationships, and provide **industrial pumps, including positive displacement pumps, mechanical seals, compressors, and related fluid handling solutions** to customers across the industrial manufacturing, polymer, chemical, steel, and general manufacturing industries. The ideal candidate will have sales experience involving industrial fluid handling equipment/pumps, with positive displacement pump experience being a significant plus. To be successful, you must have strong mechanical aptitude, proven business development skills, and the ability to build 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 (Industrial Pumps / Positive Displacement Pumps Exp Req Responsibilities

- Manage and grow sales of industrial pumps and related equipment throughout the OH/PA territory
- Drive sales of positive displacement pumps, which account for approximately 35% of territory sales
- 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 (Industrial Pumps / Positive Displacement Pumps Exp Req Qualifications

- 3+ years of sales experience related to industrial pumps or fluid handling equipment is required
- Strong **mechanical aptitude** is required
- Demonstrated success in territory management and new business development is required
- Ability to travel within OH/PA 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/fk0zn9b/?apply=true

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