

Account Manager - Remote

Remote · US · Full-time · \$80k–100k

Account Manager (Industrial Pump / Fluid Handling Sales Exp Req) – REMOTE

Location: Chicago, IL / Rockford, IL / Milwaukee, WI (Remote)

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: Chicago, IL / Rockford, IL / Milwaukee, WI & surrounding areas

Travel: Territory Travel 4–5 Days/Week, No Required Overnights (Optional)

Account Manager (Industrial Pump / Fluid Handling Sales Exp Req) – REMOTE Description

Our client in the pump and industrial equipment industry is seeking an **Account Manager** to manage and grow their established Chicago, Milwaukee, and Rockford territory. In this role, you will develop new business, strengthen existing customer relationships, and provide **industrial pumps, mechanical seals, compressors, related fluid handling equipment, and repair services** to a wide range of industrial and general manufacturing customers. The ideal candidate will have sales experience involving industrial fluid handling equipment, such as **pumps, mechanical seals, compressors, filters, gearboxes, or pump measurement and control instrumentation**. To be successful, you must have strong mechanical aptitude, proven 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 offering an established territory with over 30 years of sales history, extensive industry contacts, a positive company culture, and strong earning potential.

Account Manager (Industrial Pump / Fluid Handling Sales Exp Req) – REMOTE Responsibilities

- Manage and grow sales of industrial pumps and related equipment throughout the IL/WI territory
- 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 Pump / Fluid Handling Sales Exp Req) – REMOTE 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 in the territory 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

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