

Industrial Service - Outside Sales

Remote · US · Full-time · \$70k-90k

Industrial Service - Outside Sales (Crane Industry Exp. Req.)

Location: Remote from Houston, TX

Salary: Base \$70,000-\$90,000 + Uncapped Commission + \$800/Month Car Allowance

Annual Earnings Estimate: Year 1: \$130,000-\$150,000 | Year 2: \$170,000-\$200,000

Benefits: Medical, Dental, Vision, Disability, 401K, PTO, Paid Holidays, Cell Phone, Car Allowance

Job Type: Full-Time

Start Date: ASAP

Sponsorship: Not available

Relocation Assistance: Not Available

Territory: 80% Houston + South TX (San Antonio, Corpus Christi, Galveston, Baytown, & LA Border)

Travel: Customer visits 3-4 days/week, primarily Houston area; 2-4 overnights/month

Industrial Service - Outside Sales (Crane Industry Exp. Req.) Description

Our client in the overhead crane industry is looking for a **Service Sales Representative** to add to their team in Houston, TX. In this role, you will grow the service business throughout the Houston and South Texas market, focusing on crane inspections, service contracts, repairs, and modernization opportunities. The ideal candidate will have **overhead crane industry experience, whether in technical service, maintenance, OR sales**, and be comfortable developing customer relationships and identifying service opportunities. To be successful, you must be technically knowledgeable, self-motivated, and skilled at building relationships. This is a great opportunity to take ownership of a growing territory in a highly autonomous role and earn uncapped commissions with substantial growth potential in the Houston market.

Industrial Service - Outside Sales (Crane Industry Exp. Req.) Responsibilities

- Grow overhead crane service business throughout Houston and South Texas
- Visit customer facilities to assess equipment conditions and discuss service requirements
- Build relationships with new customers while supporting and expanding existing accounts
- Establish and manage crane inspection and preventive maintenance service agreements
- Identify repair needs following inspections and prepare quotes for recommended work
- Evaluate opportunities for crane modernization, upgrades, and equipment improvements
- Develop and present service quotes, proposals, and contract options to customers
- Track customer activity, opportunities, monthly sales forecasts, and results for management
- Coordinate with service teams to support work order scheduling and project planning
- Follow up on completed service work to assist with past-due payments as needed
- Serve as an ongoing point of contact for customers regarding service and maintenance needs

Industrial Service - Outside Sales (Crane Industry Exp. Req.) Qualifications

- 3+ years of **overhead crane industry** experience is required
- Strong **technical aptitude** to understand engineered products and applications is required

- Ability to read and understand technical drawings, blueprints, and specifications is required
- Valid driver's license and good driving record are required
- Ability to be on the road in the territory 3-4 days per week is required

Apply: <https://twonice.hire.trakstar.com/jobs/fk0znei/?apply=true>

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