Business Development Manager – OEM & Industrial Components

Kansas City, MO · Full-time · **$100k**

Business Development Manager – OEM & Industrial Components
Location: Kansas City, MO Area Preferred
Territory: Key Markets in the U.S.
Salary: $100,000 Base + Monthly Ramp Incentives (Years 1 & 2) + Uncapped Commission
Estimated Year 1 Compensation: $124,000 + Commissionable Earnings (~$15k-25k)
Benefits: Medical, Dental, Vision, 401k w/ match, Holidays, PTO, Monthly Car Allowance
Job Type: Full-Time | Primarily Remote + Travel
Travel: Approximately 50%, including overnights
Start Date: ASAP
Sponsorship is not available

Business Development Manager – OEM & Industrial Components Description

Our client, an established industrial solutions provider, is seeking a Business Development Manager to develop new OEM accounts and expand business across industrial machinery, automation, HVAC, generator enclosures, fabricated metal products, and related manufacturing markets. In this role, you'll identify and pursue new business opportunities, engage engineering, operations, and purchasing teams, and uncover customer applications where industrial and mechanical solutions can provide value. You will collaborate with Account Managers and technical resources to develop solutions and convert opportunities into business. To be considered, you must have industrial B2B sales experience, mechanical aptitude, and demonstrated success generating new accounts through proactive prospecting. This is a great opportunity to build new markets with significant autonomy while leveraging an established sales organization, technical resources, and a provided list of target accounts to jump-start efforts while earning uncapped commission on profitable business you develop.

Business Development Manager – OEM & Industrial Components Responsibilities

- Prospect and develop new OEM and industrial accounts across targeted Midwest markets
- Build strategic prospecting plans and establish relationships with new customers
- Conduct cold outreach through calls, emails, networking, industry events, and in-person visits
- Engage engineering, operations, purchasing, and other key decision-makers
- Assess customer applications, challenges, specifications, and needs
- Present and demonstrate industrial products and solutions tailored to customer needs
- Drive new opportunities from prospecting through application development and closing
- Maintain a qualified sales pipeline, track activity, and provide accurate forecasts
- Partner with Account Managers and internal teams to develop new business opportunities
- Share industry insights and application knowledge to support growth across targeted markets
- Track new-account development, customer engagement, opportunities, and closed sales

Business Development Manager – OEM & Industrial Components Qualifications

- Proven B2B new-business development and proactive prospecting experience required
- Industrial manufacturing, distribution, or technical product sales experience required
- Experience presenting and demonstrating technical or industrial products required
- Ability to establish relationships with engineering, operations, and purchasing teams required
- Valid driver's license and reliable vehicle required
- Willingness and ability to travel approximately 50% required

Apply: https://twonice.hire.trakstar.com/jobs/fk0znhg/?apply=true

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