Business Development Manager - Remote

Remote · US · Full-time · **$95k–115k**

Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote
Location: Remote - Reside within Territory near Major Airport
Territory: Ohio, Michigan, Indiana
Salary: $95,000 - $115,000 DOE + Performance-Based Bonus (10-25% Base) + Benefits + Car Allowance
Benefits: Medical, Dental, Vision, 401(k) + Profit Sharing, 100% Company Paid Life Insurance, PTO
Job Type: Full-Time
Travel: 60% - Mostly Day Trips with 8-12 Overnights/Month - $750/mo Car Allowance
Start Date: ASAP
Sponsorship: Not Available

Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote - Description

Our client is looking for a Business Development Manager to own and grow the defined territory. In this role, you will take full ownership of this established territory and drive expansion within key accounts and acquisition of new business. You will engage across all levels of an organization as a trusted partner, from the C-suite to engineers on the factory floor, selling standard and customized industrial products and supply chain solutions that meet their needs. This is a high-visibility role where execution, consistency, and commercial judgment matter. Ideal candidates have demonstrated success in B2B enterprise-level sales within industrial distribution or manufacturing environments and experience with solution-based selling. You will operate autonomously and collaborate with a strong team that consists of inside sales, market leadership, quality, and sourcing. This is a great opportunity to join an organization that values integrity, growth, and serving as true partners to its customers.

Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote - Responsibilities

- Drive new business development through qualified prospecting and account acquisition
- Manage pipeline with accurate forecasting and clarity around likelihood of conversion
- Own full territory performance; manage revenue, margin, and growth
- Expand share within existing key accounts through strategic account planning
- Visit 9-12 customers per week to maintain consistent presence within the territory
- Negotiate and close deals with attention to pricing integrity, contract terms, and margin
- Maintain accurate CRM records and monitor account attrition
- Diligently manage schedule, customer priorities, and territory

Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote - Qualifications

- Bachelor’s degree in Engineering required
- 5+ years experience B2B regional sales in industrial distribution or manufacturing required
- Proven track record managing enterprise-level accounts required
- Solution-based consultative sales experience required

- Experience using CRM tool required
- Reliable transportation required

Apply: https://twonice.hire.trakstar.com/jobs/fk0znkv/?apply=true

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