Territory Sales Manager - PA/OH (Pump/Fluid Handling Equip. Sales Exp. Req.) - REMOTE

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

Territory Sales Manager – PA/OH (Pump/Fluid Handling Equip. Sales Exp. Req.) - REMOTE
Location: REMOTE from Pittsburgh, Cleveland, Akron, Youngstown, or Surrounding Areas
Salary: $80,000-$100,000 Base + Uncapped Commission + Bonuses + Growth Accelerators
Annual Earnings Estimate: $120,000-$140,000+ (First-Year Guaranteed Draw Option Available)
Benefits: Medical, Dental, Vision, 401K w/ Match, PTO, Cell Phone, Internet Stipend
Job Type: Full-Time
Start Date: ASAP
Sponsorship: Not available
Relocation Assistance: Not Available
Territory: Western Pennsylvania, Eastern/Central Ohio & West Virginia (Minimal Business in WV)
Travel: ~60%, Typically 3 Days/Week Within Territory; No Overnight Travel Required (Optional)

Territory Sales Manager – PA/OH (Pump/Fluid Handling Equip. Sales Exp. Req.) Description

Our client in the industrial fluid-handling equipment industry is looking for a **Territory Sales Manager** to join their team, covering Western PA, Eastern/Central OH, and West Virginia. In this remote role, you will drive territory growth by selling pumps, motors, valves, instrumentation, mixers, and complete packaged systems to industrial manufacturers, municipalities, contractors, and engineering firms. Approximately 70% of your focus will be on developing new business, with 30% dedicated to growing existing accounts. The ideal candidate will have proven experience **selling pumps or fluid handling equipment and a strong track record of prospecting, developing relationships, and closing new business**. To be successful, you must be self-motivated, customer-focused, and capable of managing your territory independently. This is an excellent opportunity to make a significant impact with a financially stable, rapidly growing company offering comprehensive fluid-handling solutions and uncapped earning potential.

Territory Sales Manager – PA/OH (Pump/Fluid Handling Equip. Sales Exp. Req.) Responsibilities

- Sell pumps, motors, valves, instrumentation, mixers, and complete packaged systems
- Develop new business through prospecting, cold calling, and strategic outreach
- Manage and grow existing customer accounts throughout the assigned territory
- Follow up on warm leads, qualify prospects, and convert opportunities into sales
- Build relationships with manufacturers, municipalities, contractors, and engineering firms
- Independently plan travel routes, schedule appointments, and coordinate customer visits
- Assess customer needs and recommend appropriate fluid-handling equipment and solutions
- Collaborate with inside sales and technical teams to prepare quotes and proposals
- Proactively follow up on quotations and negotiate pricing and sales terms
- Coordinate joint customer visits with vendors to promote product lines and solutions
- Maintain accurate customer records, sales activities, and opportunities within the CRM
- Achieve territory sales goals, maintain a strong pipeline, and drive revenue growth

Territory Sales Manager – PA/OH (Pump/Fluid Handling Equip. Sales Exp. Req.) Qualifications

- 3+ years of sales experience with pumps or fluid handling equipment is required
- Experience selling to manufacturers, municipalities, contractors, or engineering firms is required
- Proven experience hunting, prospecting, and developing new business is required
- Proficiency with Microsoft Office, email, and computer systems is required
- A valid driver's license and ability to travel 60% within the territory is required

Apply: https://twonice.hire.trakstar.com/jobs/fk0znv4/?apply=true

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