Outside Sales Representative, Industrial Hardware Distributor

United States · Full-time · **$90k–100k**

Outside Sales Representative, Industrial Hardware Distributor
Location: must live in territory (Phoenix, Las Vegas or Reno pref.), w/in hour of major airport
Territory: primarily Arizona & Nevada, with some accounts in California
Salary: $90,000–$100,000 base + Uncapped Commission (avg 1st year OTE $110k-120k)
Benefits: Medical, Dental, Vision, 401k, Holidays, PTO, Company Vehicle or Car Allowance
Job Type: Full-Time | Remote + Travel
Travel: 50% within territory (including some overnight stays)
Start Date: ASAP
Sponsorship is not available

Outside Sales Representative, Industrial Hardware Distributor Description

Our client, a leader in industrial product solutions, is seeking an Outside Sales Representative to manage and grow an established, multi-state territory. You'll sell access hardware and related industrial components to manufacturers in the transportation-equipment sector while developing opportunities across additional customer and product segments. You'll expand existing accounts, win new business, and introduce additional product categories as customer needs evolve. Supported by technical specialists and engineering resources, you'll take a consultative approach to identifying customer challenges and delivering tailored solutions. This opportunity is ideal for a relationship-driven salesperson who enjoys working face-to-face with customers and can balance account growth with proactive new-business development. Join a stable, well-established organization with strong internal support and meaningful growth potential in an underpenetrated territory.

Outside Sales Representative, Industrial Hardware Distributor Responsibilities

- Develop and execute strategic sales plans; achieve territory and corporate sales targets
- Conduct regular sales calls and in-person visits to existing customer accounts
- Prospect for new key accounts
- Maintain and grow gross margin while protecting business
- Attend weekly planning meetings; track metrics, milestones, and results
- Develop new product opportunities and vendor consolidation strategies
- Participate in lunch and learns and joint vendor calls
- Maintain CRM with activities, appointments, and quotes
- Follow up on product launches and trade shows

Outside Sales Representative, Industrial Hardware Distributor Qualifications

- 2+ years of B2B sales experience required
- Proficient with CRM tools and MS Office Suite required
- Valid driver's license required
- 50% travel within territory (including some overnight stays) required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zqfp/?apply=true

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