Sales Manager

Mount Carmel, IL · Full-time · **$125k–150k**

Sales Manager
Location: Mount Carmel, IL
Salary: $125k-$150k + Uncapped Commission (1st yr OTE $155k-$190k) + Benefits
Benefits: Medical, Dental, Vision, Life, Short & Long Term Disability, 401k w/ 4% match, PTO
Job Type: Full-Time, 45 hours/week
Typical Hours: Monday-Friday, 8:00am - 4:30pm
Travel: Up to 25%
Relocation Assistance Available

Sales Manager Description

Our client in the capital equipment industry is looking for a Sales Manager to add to their team in Mount Carmel, Illinois. Leading a team of 6, you will own the development and execution of a sales strategy focused on driving new business and expanding existing customer relationships. This role oversees a wide range of sales activity, from high-volume inbound orders to long-cycle, outbound deals that can take 6-18 months to close. You will play a key role in shaping the company's go-to-market strategy and revenue objectives for 2027 and beyond. The ideal candidate brings a proven track record of building structure, developing teams, and implementing sales strategies that generate measurable growth. This is a great opportunity to be part of a growth-focused, transparent company where you can make a direct impact on revenue and long-term business success.

Sales Manager Responsibilities

- Manage a team of 6
- Develop a sales strategy focused on driving new business and expanding existing relationships
- Identify new markets, target industries, and growth opportunities
- Support goals for new customer acquisition and market expansion
- Oversee sales quotes, follow-up, and closing
- Drive pipeline management, forecasting accuracy, and closing discipline
- Build and maintain strong relationships with key customers and strategic accounts
- Help drive repeat business and long-term relationships
- Drive an increase in revenue and customer retention
- Collaborate cross-functionally
- Gather and provide feedback to support product development and innovation

Sales Manager Qualifications

- 5+ years of industrial/capital equipment sales experience required
- 2+ years of management experience required
- Proven record implementing sales strategies that drive new business and growth required
- Experience with long-lead time sales (3-18 months) required

- Mechanical aptitude required
- CRM experience required

Apply: https://twonice.hire.trakstar.com/jobs/fk0ztra/?apply=true

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