



<https://sales-executives.com/job/b2b-business-development-sales-representative-3/>

## B2B Sales Representative

### Description

"Socially Conscious Culture"

Do you want to work for a company with a service-oriented culture? Are you seeking a career position with a company well-respected within their industry? If so, this position may be for you.

Our client is a long-time entity in the marketplace- over 70 years serving their customers. They take pride in providing quality and personalized service to their customers. Providing integral business products including safety products, uniforms, mats and more, they simplify the purchasing by offering centralized buying from one source.

As the business development sales representative, you will call on vertical markets including business offices, automotive, retail, manufacturing and more. We are seeking a fearless cold-caller who can build the territory and service existing customers.

### Responsibilities

Qualified candidates will possess:

- 2+ years successful B2B sales experience
- Successful track record of cold-calling
- Self-starter- you will receive thorough training leading to ownership of your territory
- Desire to work for a company that offers socially responsible programs and contributes to charities from the profits annually

### Job Benefits

A robust compensation plan includes salary, commissions and \$800 monthly car/cell allowance. First year OTE is between \$75,000-100,000. Top rep last year made \$150,000. Benefits include PTO, health, dental and vision insurance, matched 401K, management advancement opportunity and more.

### Hiring organization

Sales Executives

### Industry

Automotive

### Job Location

Griffith, Indiana

### Base Salary

\$ 75,000 - \$ 150,000

### Date posted

April 18, 2022