



Do you have experience with Industrial Sales? Are you good at managing industrial distribution? If so, VSM Abrasives has an excellent opportunity for a Territory Manager – Northern Texas to join the team!

Why VSM Abrasives Corporation? VSM (Vereinigte Schmirgel-und Maschinen-Fabriken) was established in 1864 as a leading manufacturer of coated abrasives for the industrial processing of metal and wood-based materials. Headquartered in Hannover, Germany the company has grown to approximately 800 employees worldwide.

We are seeking an experienced industrial salesperson that is a self-starting, results-driven professional to join our territory management/sales team.

Territory Manager, Industrial Sales – Northern Texas

Why you should join the VSM team:

- > Continued growth with a solid foundation and products.
- > A sales compensation structure that has **excellent income potential**.
- > Work from home and travel on your schedule.
- > A highly rated 'family' culture.
- > Full spectrum of excellent benefits including medical, dental, vision, disability, life insurance and 401(k).
- > All business expenses paid including mileage.
- > Top-rated customer service and engineer tech service to support your sales.
- > Work with driven professionals who strive to support your success.

Knowledge, Skills and Abilities we are looking for:

- > Meeting or exceeding sales goals.
- > Industrial sales experience.
- > Experience with managing industrial distribution.
- > Prospecting and landing new accounts.
- > Maintaining and growing existing business.
- > Networking and developing relationships ultimately converting them to clients.
- > Visiting current and potential customers to generate business.

Required education and experience:

- > Industrial experience desired (3+ years), abrasives experience a plus.
- > Committing to excellent customer service.
- > Understanding of the sales process, products and dynamics.
- > Ability to reach decision-makers and close accounts.
- > Organized and multitask-oriented.
- > Computer skills for a variety of tasks with competency in Microsoft applications.
- > Excellent oral and written communication skills.
- > Superb interpersonal skills, including the ability to quickly build rapport.

Specific Job Details and Benefits:

Details:

- > Job Type: Full-time
- > Work Location: On the road
- > Salary: \$85,000.00 - \$90,000.00 per year
- > Supplemental pay types: Bonus opportunities and commission pay

Benefits:

- > 401(k)
- > 401(k) matching
- > Dental insurance
- > Health insurance
- > Life insurance
- > Mileage reimbursement
- > Paid time off
- > Travel reimbursement
- > Tuition reimbursement
- > Vision insurance

Ready to apply? Apply online by visiting <http://us.vsmabrasives.com/careers> or send a cover letter and Resume to kristine.meyer@vsmabrasives.com.

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