



VSM Abrasives is looking for a talented **Territory Manager** to support continued growth in the Northern and Central Illinois region. VSM (Vereinigte Schmirgel-und Maschinen-Fabriken), founded in 1864, is one of the world's leading manufacturers of coated abrasives used in the industrial processing of metal and wood-based materials. Headquartered in Hannover, Germany, we operate globally with approximately 800 employees and a network of subsidiaries serving customers worldwide.

Our U.S. operations are based in O'Fallon, Missouri, where we manage sales and support for customers across the country. We're currently seeking an experienced industrial salesperson in the Northern and Central Illinois region to join our territory management/sales team.

## Territory Manager, Industrial Sales – Northern & Central Illinois

### 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 that 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:

- 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.
- Industrial experience desired (3+ years), abrasives experience a plus.

Ready to apply? Apply online by visiting <https://www.us.vsmabrasives.com/career> or send a cover letter, resume, and salary history to [kristine.meyer@vsmabrasives.com](mailto:kristine.meyer@vsmabrasives.com).

### VSM Abrasives Corporation

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