



VSM Abrasives has an excellent opportunity for a **Territory Manager** – Northwest region 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. We are seeking candidates in the Northwest, managed from O'Fallon, MO.

Territory Manager, Industrial Sales – Northwest

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.
- 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.
- 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.
- Managing industrial distribution.

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.

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