



Territory Sales Manager – Greater Boston Market

Collins executives have built the company by encouraging every employee to “think like an entrepreneur” and they back that statement up by sharing a significant percentage of their annual profits with every single member of their team. Because of this philosophy, the average tenure of a Collins associate is more than 19 years. In addition, Collins officials credit much of the company’s success to a flat management structure that allows each associate the freedom to think for themselves on how to best serve their customer, their company and ultimately themselves.

Position: Outside Sales Representative – Industrial Products & Services

We are seeking a motivated and results-driven Outside Sales Representative to promote and sell our full line of pipe, valves, and fittings (PVF), as well as engineered specialty products. This role also involves cross-selling related services, including compressor systems and valve repair solutions.

The ideal candidate will manage a well-established customer base while actively developing new business opportunities—particularly within the power generation sector. This is a customer-facing role that requires strong interpersonal skills, excellent organization, and the ability to manage multiple projects effectively.

You’ll work closely with the Executive Team, Inside Sales, Marketing and Service Representatives, to deliver value and drive sales growth on every project. While previous industry experience is a plus, most training will be provided on the job.

Responsibilities:

- Establish and maintain a solid sales strategy where you are in contact, either digitally or in person with all your customers, on a routine basis.
- Promote and sell all product lines as well as cross sell for our compressor and valve repair divisions.
- Liaise with main internal and external stakeholders including customers, EPC, Design Engineers, and Mechanical Contractors to fully cover all projects
- Evaluate applications and determine the correct product selection through sizing, sound engineering practices, and specific manufacturer guidelines
- Implement the company sales strategy to maximize gross profit and meet forecast

- Conduct Lunch and Learns with new and existing customers to promote the manufactures that we represent
- Generate technical proposals and support the Inside Sales Team as required
- Project Management support for large customer projects
- Strict adherence to procedures, work processes, and general company policies
- Manage assigned vendor relationships

Qualifications:

- 3+ years in an Outside Sales/Business Development role
- Liaise with main internal and external stakeholders including customers, EPC, Design Engineers, and Mechanical Contractors to fully cover all projects.
- Knowledge of the industrial pipe, valves and fittings market (PVF) is preferred but not required.
- Strong written, verbal and phone communication skills
- Proven ability to develop (and maintain) strong customer relationships
- Strong planning skills with the ability to work independently as well as the desire to want to work amongst a strong team
- Demonstrated ability to multi-task, assign effective priorities to tasks, and to operate with a certain level autonomy is needed
- Positive attitude, good judgment and high energy are required for this position