



Territory Sales Manager – Connecticut and Western Massachusetts

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/Clients 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 then work with engineering to 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

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 industrial pipe, valves and fittings (PVF) is preferred but not required. **A strong understanding of the industrial market is essential** — including the key industries and customers within the territory, who the decision-makers and influencers are, and how to identify and call on the right contacts to develop new business
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- 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