

## **Business Development Manager - Industrial Sales**

Founded in 1969, Abtrex Industries has been delivering engineered industrial solutions for nearly 60 years. We are a leading rubber lining and industrial fabrication company specializing in metal fabrication, fiberglass fabrication, rubber lining, wear protection, and corrosion-resistant systems for mission-critical applications.

Abtrex serves demanding industries including mining, power generation, chemical processing, steel, pulp & paper, cement, water/wastewater, and heavy manufacturing. Known for engineering expertise, quality execution, and long-term customer partnerships, we help customers extend asset life, improve safety, and reduce total cost of ownership.

We are currently seeking a **Business Development Manager – Industrial Sales** to join our sales team in **Mobile, Alabama**. This is a **hybrid position**, offering the flexibility to work from home while regularly traveling to customer sites and Abtrex's facility in Mobile. This role is responsible for identifying, developing, and converting new business opportunities across Abtrex's core industrial markets, with a strong focus on new account acquisition, application development, and strategic account expansion.

The ideal candidate has hands-on experience selling metal fabrication, fiberglass fabrication, and rubber-lined or wear-resistant solutions into complex industrial environments. They are comfortable engaging with engineers, plant managers, maintenance leaders, and procurement teams, and work closely with engineering, operations, and sales leadership to deliver practical, value-driven solutions.

### **Responsibilities:**

- Identify and pursue new business opportunities while deepening engagement within existing accounts across Abtrex's core industrial markets
- Drive revenue growth for fabricated metal solutions, fiberglass fabrication, rubber lining, wear protection, and corrosion-resistant systems
- Build, manage, and maintain a qualified sales pipeline aligned with company growth objectives
- Engage with customer engineering, maintenance, and operations teams to understand application requirements and operating challenges
- Translate customer needs into engineered solutions in collaboration with Abtrex's engineering and operations teams
- Conduct site visits, inspections, and application assessments to support solution development and project scope definition
- Prepare accurate price estimates using material take-offs and labor estimates, and support pricing strategies and proposal development

- Build and maintain long-term, trust-based relationships with key decision-makers, distributors, contractors, OEMs, and EPC firms
- Advance opportunities through long, complex industrial sales cycles, supporting negotiations and contract discussions to ensure profitable growth
- Monitor market trends, competitor activity, and customer feedback, providing insights to support territory planning and strategic growth initiatives

### **Qualifications & Requirements:**

- 5+ years of experience in industrial sales or business development, with a proven track record of new account growth and strategic account development
- Direct experience selling metal and fiberglass fabrication including storage and process tanks and industrial piping systems, rubber lining, wear protection, or corrosion-resistant industrial solutions
- Demonstrated success selling engineered or custom-fabricated solutions into complex industrial environments (non-commodity sales)
- Experience selling into one or more major industrial markets such as mining, power generation, chemical processing, steel and metals, cement and aggregates, pulp and paper, water and wastewater, or heavy manufacturing
- Strong ability to engage engineers, maintenance managers, plant leadership, and procurement teams in application-level, consultative sales discussions
- Solid understanding of industrial maintenance, shutdowns, and capital project environments
- Strong computer skills with proficiency in standard business software, including ERP systems (Microsoft Business Central preferred), estimating tools, Microsoft Office, and CRM platforms
- Excellent communication, negotiation, and presentation skills, with the ability to manage long, multi-stakeholder sales cycles
- Highly organized, self-motivated, and entrepreneurial, with strong pipeline and territory management skills
- Bachelor's degree in Business, Engineering, Industrial Technology, or a related field preferred; equivalent experience considered
- Ability to travel regularly to customer sites, Abtrex facilities, and industry events; travel is essential to success in this role

### **About Abtrex Industries**

Our company operates on the Entrepreneurial Operating System (EOS), meaning you can expect leadership that provides clear direction, ensures you have the tools and support

needed to succeed, acts in the best interest of the team and company, and delegates responsibilities appropriately. Our leaders take the time to understand your role and how your work contributes to the organization, set clear expectations, meet with you one-on-one, and consistently recognize and reward strong performance.

At Abtrex, our core values guide everything we do:

- Get it done
- Reputation is key
- Growth oriented
- The safe way is the Abtrex Way

To learn more about our company culture and the recruitment process, please visit:

<https://abtrex.com/careers/>

**Pay:** \$85,000.00 - \$105,000.00 per year

Benefits offered by the company:

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Vision insurance
- Short Term Disability
- HR Recognition Platform