Sales & Field Project Manager - South Bend, IN

Founded in 1969, Abtrex Industries has been delivering engineered industrial solutions for nearly 60 years. We are a leading rubber liner and industrial fabrication company specializing in metal fabrication, rubber lining, wear protection, and corrosion-resistant systems for mission-critical applications. Abtrex designs and fabricates ASME pressure vessels, storage/processing tanks, and other ancillary equipment including piping, tumblers, and hoppers.

We serve 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 technically minded, customer-focused **Sales & Field Project Manager** to join our Sales team in South Bend, Indiana. This could be a hybrid position with travel up to 50% of the time.

About the Role
This is a hybrid sales and project management role. You will be the technical face of Abtrex in the field: the person customers trust to assess their equipment, scope the work, price it accurately, and then deliver it. You will be part of our Sales team, helping win and grow field-service business, while staying hands-on with the estimating and the execution of the projects you help bring in.

Day to day, you will plan, execute, and close out field projects, with a primary focus on rubber lining and coating applications performed at customer sites. You will also lead the estimating process for field-service opportunities, including site assessments, scope development, cost estimating, and proposal support with the rest of the Sales team.
Travel to customer sites will be required, typically up to 50% of the time.

Responsibilities:

- Build long-term customer relationships as part of the Sales team, identifying and pursuing new opportunities and follow-on work during site and project visits.
- Conduct customer site visits and review drawings, specifications, and site conditions to define project scope.
- Prepare estimates for field-service projects using company-provided estimating tools and calculators.
- Work with the Sales team to turn estimates into formal proposals, and act as a trusted technical advisor to customers on scope, field conditions, and technical requirements.
- Manage field projects from start to closeout, including planning and coordinating schedules, crews, equipment, materials, and site requirements.

- Serve as the main point of contact for the customer during the project, communicating progress and scope changes to the customer and the internal team.
- Monitor progress, costs, and schedules against estimates, and review completed projects to improve future estimating accuracy.
- Ensure field work is completed in accordance with customer requirements, project specifications, quality standards, and applicable safety requirements.
- Maintain accurate project documentation, schedules, cost information, and status reports.

Qualifications:

- 5+ years of project management experience, preferably in an industrial, construction, fabrication, coatings, or related environment.
- 3+ years of estimating experience, preferably involving field-service or industrial projects.
- 3+ years of outside sales or customer-facing experience.
- A consultative, relationship-driven approach to sales – you sell by solving problems, not by pushing products.
- Ability to read, interpret, and analyze technical drawings, specifications, and project documentation.
- Demonstrated ability to manage projects, customers, budgets, schedules, and competing priorities.
- Strong technical aptitude and the ability to understand industrial processes, equipment, and field conditions.
- Comfortable working directly with customers during the sales, estimating, and project execution phases.
- Strong verbal, written, and presentation skills.
- Excellent organizational, analytical, and problem-solving abilities.
- Proficiency with Microsoft Office, particularly Microsoft Excel and Word.
- Ability and willingness to travel to customer sites up to 50% of the time.
- Experience with rubber lining, industrial coatings, corrosion protection, or related applications is preferred.
- Experience in industrial fabrication, heavy manufacturing, mining, chemical processing, or similar industries is preferred.
- Experience with Microsoft Dynamics 365 Business Central or another ERP system is preferred.
- Technical or engineering-related education or equivalent industry experience is preferred.
- Valid driver's license and acceptable driving record.
- Ability to successfully complete a pre-employment background check.

Salary: $95,000.00-$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