

Specialty Resources Inc.

<https://specialtyresources.com/job/director-of-sales/>

Director of Sales

Description

SRI is seeking a **Director of Sales**—an execution-focused player-coach who can both drive new business personally and elevate the company’s overall revenue rhythm. This role is not theoretical or “strategy on paper.” It is a frontline commercial leadership position responsible for opening new OEM accounts, developing existing ones, and building the early structure of a scalable sales function.

You will be the **primary staff salesperson**, supported by senior executives for major strategic accounts and complex pursuits. You’ll also lead, activate, and enable a network of **independent manufacturers’ representatives** across key territories.

This is a fit for someone who thrives in autonomy, is energized by building, and is comfortable stepping into a high-ownership commercial environment inside a growing industrial business.

Why This Role Matters

SRI is entering its next chapter of growth. The company has strong operational capability, deep customer trust, and long-standing anchor accounts. The next step is to build a more balanced customer portfolio and strengthen the commercial engine that supports long-term success.

The Director of Sales will play a pivotal role in making that happen.

Responsibilities

New Business Development & Account Growth

- Personally develop new OEM accounts to reduce customer concentration and expand SRI’s commercial footprint.
- Build and execute targeted outreach campaigns in priority industries and geographies.
- Partner with senior executives as needed for high-stakes opportunities.

Sales Process & Cadence

- Run a disciplined weekly pipeline rhythm with clear metrics and accountability.
- Manage forecasting, deal inspection, and qualification rigor.
- Ensure consistent CRM usage and data hygiene (with operational support).

Customer Engagement & Support

- Deeply understand customer needs, production environments, and supply-chain risks.
- Coordinate with Sourcing, Quoting, and Product Management to ensure continuity of customer experience.
- Serve as a “commercial integrator” between customers and internal teams.

Rep Network Leadership

Hiring organization

Specialty Resources Inc.

Employment Type

Full-time (8 hour shift / Monday to Friday)

Date posted

December 9, 2025

- Lead and enable a network of 4–8 independent manufacturers' rep firms.
- Provide clear direction, tools, and accountability to drive consistent activity and pipeline creation.
- Conduct regular check-ins, deal reviews, and territory assessments.

Internal Collaboration

- Work closely with Operations and Product Management to ensure expectations are met.
- Collaborate with senior executives to secure executive sponsorship for key accounts.
- Offer field insight to support strategic decisions — but the primary mandate is *execution*, not enterprise-wide strategy design.

Qualifications

- 8+ years in industrial/OEM sales with a track record of opening new accounts and growing established ones.
- Strong commercial discipline: pipeline management, deal inspection, forecasting accuracy.
- Comfortable being the primary salesperson while building a structure for scale.
- Excellent communication skills and the ability to influence internally and externally.
- Familiarity with engineered/precision components, fasteners, or industrial supply preferred.
- Experience working with and managing independent rep firms.