Specialty Resources Inc.

https://specialtyresources.com/job/senior-account-executive/

Senior Account Executive

Hiring organization
Specialty Resources Inc.

Employment Type
Full-time

Date posted
June 24, 2026

Description

Reporting to the Director of Global Sales, the Senior Account Executive will be primarily accountable for originating and securing new OEM business while also expanding existing strategic accounts through proactive account planning, cross-selling, and share-of-wallet growth initiatives. Success in this role requires a disciplined hunter mentality, strong commercial acumen, technical curiosity, and the ability to navigate long sales cycles from design engagement through production award.

This role is ideal for a highly motivated industrial seller who can independently create opportunities, influence multiple stakeholders, and consistently deliver revenue growth in a competitive manufacturing environment.

The emphasis is on relationship-centric selling — understanding the customer's operation, engineering challenges, and buying realities — rather than reacting to inbound quote requests. The right person has a nose for deals, the technical fluency to be credible with engineers and buyers alike, and the gravitas to represent SRI at the executive level inside demanding OEM accounts.

This is an in-office role based at SRI's Chester Springs, PA headquarters. The Senior Account Executive works alongside the commercial leadership team in a high-cadence, collaborative environment, with regular travel to customer sites, manufacturer engagements, and industry events.

Responsibilities

What You'll Do

Originate and grow revenue

- Meet and exceed monthly, quarterly, and annual quota assignments
- Originate Net-New OEM and industrial logos through disciplined prospecting, referrals, and target-account pursuit.
- Expand and defend assigned strategic accounts through program penetration, new initiatives, and $ product additions — finding legitimate growth inside SRI's strongest relationships.
- Own and maintain a real-time, accurate, and forecastable pipeline with the depth required to meet assigned targets.

Sell consultatively on the plant floor

- Walk a customer's operation, read the part and the process, and identify needs the customer may not have surfaced — e.g., recognizing where induction hardening, a different forging approach, or a sourcing change creates value.
- Translate technical and engineering requirements into SRI sourcing solutions, working closely with sourcing, quoting, and quality.
- Solve problems for the customer; be the credible, go-to point of contact across quality, delivery, and stock-status questions for assigned accounts.

Build and protect relationships

- Establish and deepen multi-threaded relationships across each account — not single-buyer dependencies — from purchasing and engineering to executive leadership.
- Engage customers proactively and on a regular cadence: status reviews, “new idea for you” conversations, referral requests, and on-site meetings.
- Represent SRI professionally at customer sites, supplier meetings, and industry/vendor events — and debrief promptly so the organization captures what was learned.

Operate with discipline

- Capture all opportunities, activity, and account intelligence in the CRM — if it’s not in CRM, it doesn’t exist.
- Maintain accurate quote information, stage progression, next actions, and forecast inputs.
- Participate in weekly business reviews and forecasting cadence with commercial leadership.

Qualifications

Required

- 7+ years of B2B sales experience in manufacturing, components, or industrial distribution, with a track record of winning and growing complex accounts.
- Technical/engineering fluency — comfortable reading parts and prints, walking the plant floor, and talking through processes with engineers. Industrial-product sales background required.
- Demonstrated ability to manage long, multi-stakeholder OEM sales cycles.
- Consultative, problem-solving sales style with genuine relationship-building instincts.
- Executive presence and credibility — able to carry an SRI conversation at the buyer and leadership level.
- Willingness to be based in-office in Chester Springs, PA, and to travel as the business requires.
- Valid driver’s license and ability to travel to customer sites.
- Strong verbal and written communication; proficiency with CRM, Excel, and presentation tools.

Preferred

- Direct experience selling into off-highway, transportation, or industrial OEMs.
- Familiarity with sourcing, contract manufacturing, or supply-chain solutions.
- Experience working within a CRM-disciplined, daily activity, and forecast-driven sales organization.

Job Benefits

A competitive base salary plus a performance-based incentive and a comprehensive benefits package, including PTO, medical, dental, vision, and 401(k). This role offers the opportunity to be an early, senior contributor as SRI rebuilds and scales its commercial engine — with real ownership, executive visibility, and room to grow.

When responding, please include salary history/expectations with your resume.