

Account Manager

APPLY NOW!

Location:

[Indianapolis] — Hybrid role: on-site office work + in-field customer visits
Schedule: Full-time, Monday–Friday

Compensation:

\$20,800/year (base) + performance-based commission + company benefits
Annual compensation depends on experience, relationship management skills, and overall sales performance.

A Little Bit About Us:

At Eastman Products, we do business differently. We believe your word should mean something, and your work should reflect your values. Our company is built on strong Christian principles—integrity, hard work, and honoring God in everything we do.
We're growing, and we're looking for a relationship-builder who can wear multiple hats—serving our customers both in the office and in the field.

Our Mission:

To serve with excellence, keep our word, and represent Christ in how we work, serve, and grow.

What We Offer:

- Competitive pay + performance-based commission
- Mileage Reimbursement
- Cell Phone Allowance
- Paid time off (PTO)
- Paid holidays
- Annual Loyalty Bonus
- Employee discounts & other retail partnerships
- Financial Peace University reimbursement (requires graduation)
- Company Christmas party
- Faith-affirming work environment
- A clear path for growth into leadership or territory management

- A team that supports, encourages, and challenges one another
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Where and How You'd Work:

As an Account Manager, you'll operate in a hybrid role that blends inside sales, customer service, and outside field visits. You'll manage customer accounts, follow up on leads, coordinate order fulfillment, and build relationships both over the phone and in person.

You'll be in the office part of the week and out meeting with customers the rest—so strong communication, self-management, and reliability are critical.

What You'd Do in This Role:

- Build and manage strong, service-first customer relationships
 - Handle inbound and outbound sales communications
 - Create quotes, process orders, and provide accurate product information
 - Schedule and conduct regular on-site customer visits
 - Resolve customer issues quickly and professionally
 - Identify opportunities for upselling and cross-selling
 - Collaborate closely with warehouse, logistics, and inside sales team
 - Maintain clear, timely records in CRM or account management tools
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You're Probably a Match If:

- You have 2+ years of sales, account management, or customer service experience
 - You're equally comfortable talking on the phone or face-to-face
 - You're a strong communicator who follows through
 - You take ownership of your responsibilities and don't wait to be told what to do
 - You value honesty, excellence, and faith in the workplace
 - You enjoy solving problems and helping people win
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What Winning Looks Like:

- Customers trust you and rely on your service
 - You follow through on every quote, call, and commitment
 - Your accounts grow through relationship—not pressure
 - You balance in-office support with in-person service effectively
 - You represent Eastman Products and our values with professionalism and humility
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Apply

“If you make a commitment to get something done, you need to follow through on that commitment.”

We don’t just say it—we live it.