

Outside Sales

APPLY NOW!

Location:

[Indianapolis & Surrounding Counties] — This role involves regular travel to customer sites. Flexibility and in-person relationship-building are a must.

Compensation:

\$50,000–\$100,000/year (performance-based commission) + company benefits
Range depends on experience, sales ability, and territory potential.

A Little Bit About Us:

At Eastman Products, we believe business is about more than profit—it's about purpose. We're a faith-driven, family-oriented company where integrity, hard work, and follow-through aren't just buzzwords—they're expectations. If you make a commitment, we expect you to keep it. That's how we serve our customers—and how we grow as people.

We're looking for driven professionals who don't just want a paycheck—they want a career that reflects their values.

Our Mission:

To serve customers with excellence, integrity, and follow-through—honoring God and building a business that stands the test of time.

What We Offer:

- Competitive commission structure
- Mileage Reimbursement
- Cell Phone Allowance
- Paid time off (PTO)
- Annual Loyalty Bonus
- Company laptop
- Employee Discounts & other retail partnerships
- Financial Peace University Reimbursement (requires graduation)
- Company Christmas party
- Faith-affirming work environment

- Opportunities for growth and leadership
 - A team that backs each other up
 - Real purpose behind the work
-

Where and How You'd Work:

As an Outside Sales Representative, you'll spend most of your time in the field, building relationships, identifying customer needs, and delivering solutions with honesty and grit. We don't believe in shortcut sales tactics. We believe in serving people the right way, every time. You'll be supported by our inside sales and warehouse teams, but you'll lead the charge in expanding your territory and meeting customer needs.

This is a full-time, in-person role with central Indiana travel. You'll report to the office and hit the road from there.

What You'd Do in This Role:

- Build and manage strong, trust-based customer relationships
 - Develop new accounts while nurturing existing ones
 - Understand customer needs and provide tailored product solutions
 - Work closely with inside sales and warehouse teams to fulfill and deliver orders
 - Meet or exceed monthly sales and margin goals with integrity
 - Represent our brand and values on every job site or customer visit
-

You're Probably a Match If:

- You've got 2+ years of B2B or industrial sales experience
 - You're a self-starter who doesn't need someone looking over your shoulder
 - You care deeply about doing what you say you'll do
 - You're energized by solving problems and helping people
 - You thrive on winning as a team—not just as an individual
 - You understand how your faith and work can intersect with purpose
-

What Winning Looks Like:

- You consistently follow through on your commitments
 - Customers trust you, and they come back because of it
 - You're hitting your numbers without compromising your values
 - You see your job as a way to serve—your customers, your coworkers, and God
-

Other Stuff to Know:

We're serious about our mission. That means we're not for everyone. We're building a business

that reflects biblical principles in the real world. That includes excellence, humility, honesty, and accountability. If you're someone who cuts corners or just wants to coast—we're not your place. But if you want to grow, lead, and serve with integrity—we'd love to meet you.

Sound Like a Fit?

Apply

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

That's not just a quote on the wall. It's how we operate—every single day.