



ESSENTIAL DUTIES AND RESPONSIBILITIES

- Secures orders from existing and potential customers by means of visiting the customer facility or contacting by phone.
- Secures opportunities to quote on customer requirements.
- Follows up (by phone or visit) on quotations submitted to customers.
- Establishes professional customer/vendor relationships with appropriate customer personnel (purchasing, engineering, manufacturing, quality assurance, management, other key personnel).
- Submits weekly activity/call reports concerning customer-related activities for quotes, orders, and problems concerning customer/vendor relationships.
- Performs all assigned duties in the assigned territory.
- Provides a territory sales forecast on a monthly basis.
- Performs any directly related appropriate duties assigned by the VP of Sales.
- Performs assigned duties with minimum personal supervision from the VP of Sales.
- Provide Technical assistance.
- Other duties may be assigned.

JOB REQUIREMENTS

Sales experience

Knowledge of plastics manufacturing and packaging a plus

ADDITIONAL INFORMATION

Competitive Benefits Package

Full-time