



## **Packaging Sales Representative Job Posting**

**Accutech Packaging, leader in Innovative Packaging Solutions, is looking for a dynamic, intelligent, outgoing, professional sales representative to join their Sales Team. The successful candidate will be responsible for the following:**

1. Sales activities including sourcing new clients, developing existing customers by maximizing all opportunities in the process of a sale, developing and delivering presentations, collaborating with Sales and Marketing colleagues to deliver the most inventive, yet most ideal solution to our customer's needs.
2. Compiles and develops a database of prospective customers for use as qualified sales leads, based on information through business owners, direct mail, telephone, email, networking, industry ads, trade shows, Internet Web sites, and other sources.
3. Travels throughout assigned territory to call on regular and prospective customers to solicit orders, or talks with customers by phone or email, etc. Maintains contact with all clients in the market area to ensure high levels of Client Satisfaction.
4. Creates and conducts effective presentations that identify prospect's business needs and how Accutech can creatively provide a packaging solution. Sells consultatively and makes recommendations to prospects and clients of the various solutions the Company offers to their business needs. Demonstrates product, using samples, emphasizing the variety of solutions/features/ options Accutech can provide.
5. Estimates date of delivery to customer, based on knowledge of production and delivery schedules. Works closely with Customer Service representative to prepare sales orders and verify production and delivery dates, etc. Proactively establish and maintain effective working team relationships with all support departments.
6. Demonstrates ability to interact and cooperate with all Company employees by building trust, valuing others, communicating effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity and confidence.
7. Maintain professional internal and external relationships that meet Company core values.

### **Experience & Education:**

Bachelor's degree from a four-year college or university; prior sales experience required; and/or equivalent combination of education and experience. Must have Business-to-Business Sales Experience. Must demonstrate proven ability to achieve new client sales, as well as develop sales with existing customers. Strong communication and presentation skills required. Strong understanding of customer and manufacturing environments and requirements.

**No phone calls or third party agencies please.**

**\*All employment offers are contingent upon Accutech's E-Verification Procedures.**

**Accutech Packaging, Inc., 157 Green Street, Foxboro, MA 02035**