

Sales Specialist

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Job Summary

The main responsibility of the Sales Representative is generating new Sales. Previous Sales experience a must preferably in a contract packaging manufacturer.

General Responsibilities

- Researches, develops and acquires account opportunities within targeted regional markets.
- Develop and maintain working relationships with Regional customer base. Strategically plan customer visits to cultivate relationships, perform presentations, offer innovative programs, conduct business reviews, and communicate plans. Participates in local and regional trade associations and conferences.
- Develops and executes profitable business plans for managing accounts. Teams with sales and individuals other key corporate personnel to communicate account plans, pricing, and offer assistance to drive sales.
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- Develops profitable business plans for newly acquired accounts and implements those plans effectively.
- Participates in local and regional trade associations and conferences.
- Displays the highest level of critical thinking and analysis in bringing successful resolution to high impact, complex, and/or cross department problems. Makes prompt, sound decisions when faced with complex and often contradictory alternatives that result in successful outcomes.
- Operates with considerable latitude. Situations may have little or no precedent requiring original or new concepts or approaches without guidance from others. Reaches decisions under conditions of uncertainty.
- Develops or engages/directs others in developing innovative solutions to important, highly complex strategic and operating problems; cross department considerations are often present.

Qualifications

- Sales experience for a contract manufacturing preferred
- Bachelor's Degree preferred
- Microsoft Office Experience (Excel, Word, Email, etc)

Physical Demands:

The physical demands described within the Responsibilities section of this job description are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to be independently mobile and may have to lift up to 40 pounds. The employee is also required to interact with a computer, and communicate with peers and co-workers.