



A CAREER IS FINDING JUST THE RIGHT PATH FOR YOU FROM AMONG MANY OPTIONS.

You are important to us. The cornerstone of our success is from the creativity and motivation of our approximately 2,400 employees worldwide at 73 locations. Storopack is a global leader/specialist in developing and producing protective packaging and technical molded parts. We encourage our employees to be decisive even in challenging situations by empowering them to make a difference helping the company grow positively and profitably.

We are looking to recruit a flexible and team-oriented Territory Manager for presenting Storopack products and services that meet the packaging needs of our customers in the **Montreal** area. This position is available for an immediate start.

TERRITORY MANAGER

YOUR SKILLS:

- ▶ Four-year college degree in related field or equivalent (preferred)
- ▶ Five plus years of relevant experience
- ▶ MS Office applications, SAP and CRM (Customer Relationship Management) experience (desirable)
- ▶ Detail-oriented, results driven, analytical and able to solve problems
- ▶ Professional acumen, excellent English and French verbal and written skills, mechanical aptitude and ability to lift 40-50lbs when required

WE OFFER:

Storopack will provide you with on-the-job training as well as continuous further education relating to your position. The job is varied and challenging and we are looking forward to welcoming a new staff member to the already existing, dynamic and dedicated team.

YOUR RESPONSIBILITIES:

- ▶ Responsible for an assigned territory to grow sales and margin through existing accounts and by establishing new relationships through our Perfect Protective Packaging process
- ▶ Prospecting for new clients
- ▶ Professional servicing of clients' machines
- ▶ Conducting distributor sales meetings as well as end user presentations and product demonstrations
- ▶ Keeping current on all Storopack product offerings and product changes within assigned product lines
- ▶ Providing sales and product training to key distributor personnel
- ▶ Responding to customer requests for sales, marketing and pricing inquiries
- ▶ Timely reporting of sales activity

WE LOOK FORWARD TO RECEIVING YOUR APPLICATION:

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