



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 **North East** region. 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 (packaging industry experience preferred)
- ▶ 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 verbal and written skills
- ▶ Mechanical aptitude
- ▶ Must be able to lift 40-50lbs when required
- ▶ Able to walk/stand for long periods of time when required
- ▶ Must be located in Massachusetts or the surrounding New England area

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 effectively presenting Storopack products and services that meet the needs of our customers, providing solutions to their packaging needs.
- ▶ Assume full responsibility for his/her assigned territory, to grow sales and margin beyond forecasted targets.
- ▶ Responsible for servicing existing accounts professionally and capably in an organized proactive manner.
- ▶ Responsible for establishing a consultative relationship through the Perfect Protective Packaging Process (6 step process).
- ▶ Active daily search for potential new clients.
- ▶ Handle professionally servicing of clients' machines.
- ▶ Be proficient at conducting distributor sales meetings and end user presentations and product demonstrations.
- ▶ Keep current on all Storopack product offerings and product changes within assigned product line.
- ▶ Provide sales and product training to key distributor personnel, as needed.
- ▶ Respond to customer requests for sales, marketing and pricing inquiries.
- ▶ Timely reporting of sales activity, monthly expense reports and updates in CRM-reporting pipeline activity.

WE LOOK FORWARD TO RECEIVING YOUR APPLICATION:

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PERFECT PROTECTIVE PACKAGING