



Regional Sales Representative

Location: ■ Georgia, Florida, and East Tennessee

Reports to: ■ National Sales Manager

Compensation: ■ This is a salary (exempt) position with base pay + commission

Benefits:

- Medical/Rx
- Dental
- Matching 401(k)
- Life and disability insurance

Responsibilities:

- Responsible for managing and growing existing business within the Gulf Coast Sales Territory
- Manage and grow all products within the territory
- Introduce and promote new product innovations and specialty sales
- Promote the SCHÜTZ Ticket Program (reconditioning service)
- Support the sales and customer service team
- Assess and quantify market potential, and make a business plan and actions required to increase market penetration
- Prepare quotes and proposals, and make high-level customer presentations to decision-makers

Professional Experience:

- 10 years of professional business-to-business direct sales experience, background in packaging or the chemical, plastic, or steel industry is beneficial
- Thorough understanding of quoting and preparing proposals related to commodity products
- Strong market analysis and plan implementation skills
- Excellent inter-personal and negotiation skills
- Understanding of financial aspects of business through exposure to pricing strategies, and delivering value added products and proposals to clients
- Proven ability to develop long-term customer relationships
- Ambitious and serious sales professional with strong ability to develop new business and maintain existing accounts

- Sales and customer-oriented, with good commercial and technical acumen
- Excellent communication skills, presentation skills and computer software knowledge required

Qualifications:

- Education: Bachelor's Degree
- Must have proactive, self-driven approach
- Proven track record of success in direct business-to-business Territory Sales management
- Competitive nature
- Ability to work with all levels of the organization, including senior management
- Excellent work ethic

If you would like to work for an international operation that takes care of its staff and supports them in their own personal development, we are the right partner for you.

We welcome your application by email to: info1usa_northbranch@schuetz.net