



Junior Regional Sales Representative for the North East Region (New Jersey, Pennsylvania, Connecticut, New York, Maine Rhode Island, and Virginia)

Responsibilities

- Responsible for managing and growing existing business within the 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

- 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
- Ability to develop long-term customer relationships

Qualifications

- Education: Bachelor's Degree
- Must have proactive, self-driven approach
- Competitive nature
- Ability to work with all levels of the organization, including senior management
- Excellent work ethic
- Willingness to relocate to manage own territory

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