



Job Title: Full-time Senior Sales Representative - Food and Beverage Packaging Division

Location: Cleveland, OH

General Job Description:

Fast growing Northeast Cleveland, Ohio based wholesale distributor of specialty and technical papers is seeking a dynamic and results-driven Senior Sales Representative to join our team. As a key member of our sales team, you will be responsible for driving revenue growth within the specialty paper market, specifically related to the food and beverage industry. This role involves domestic travel, approximately 60% of the time, to cultivate and obtain relationships with new potential customers.

Key Responsibilities:

- Develop and implement effective sales strategies to achieve and exceed revenue targets.
- Negotiate and close sales at large complex accounts.
- Research the necessary markets and cultivate relationships with new potential customers, including all facets and positions at the customer including, but not limited to executive management, engineering, purchasing and production.
- Conduct market research to stay informed about industry trends, competitor activities, and customer needs.
- Identify and pursue new business opportunities within the food and beverage sector.
- Deliver company presentations to potential clients.
- Collaborate with cross-functional teams to ensure seamless execution of sales initiatives.
- Design, develop and execute strategic account strategies at key accounts.
- Provide regular reports and feedback on sales performance, market trends, and customer interaction.
- Utilize social media and technology to maintain a presence throughout the target markets.

Skill Requirements:



- Proven track record of success in sales, preferably within a related industry
- Excellent communication and interpersonal skills, with the ability to build and maintain strong relationships.
- Strong negotiation and persuasion skills.
- Confidence in cold-calling and following up with clients diligently.
- Ability to work independently and collaboratively in a fast-paced environment.
- Willingness to travel nationwide approximately 60% of the time, with a focus on building and maintaining client relationships.
- Familiarity with CRM software, Hubspot.
- Familiarity with PowerPoint and other presentation platforms.
- Exceptional problem-solving and decision-making abilities.
- Strong math and computational skills.
- Seeks continuous improvement and possesses an innate desire to solve problems.
- Ability to recognize, understand and communicate basic packaging and other technical information in related industry.

Education Requirements:

- Bachelor's degree in Business, Marketing, or a related field preferred.
- Relevant sales training and certifications would be a plus.

Benefits

- Competitive market salary
- Eligible to participate in the profit sharing bonus plan
- Eligible to participate in retirement plan
- Company contribution to retirement plan once eligible
- Signing bonus
- Paid-time off
- Tuition assistance
- Cell phone stipend

If you are a passionate and results-oriented sales professional with experience in the food and beverage industry, flexible packaging or label industry and you thrive in a challenging and rewarding environment, we invite you to apply for this exciting opportunity.

Resumes should be submitted to jenniferj@flexlinkllc.com