



Planned Packaging of Illinois – Sales Representative. Based out of the Chicagoland area.

Are you looking to join a dynamic, talented team who's passionate about the packaging industry? An organization where you'll want to stay and have the opportunity to grow? Look no further, because we welcome candidates with motivation, energy, talent and vision. We are Planned Packaging of Illinois, a minority owned, Master distributor of packaging supplies and equipment. Over our 19 years, PPOIC has provided its customers, packaging solutions, shipping and warehousing, from one of our 3 locations in Illinois, North Carolina or Tennessee. We are looking for Individuals with a strong work ethic, and drive to join our sales team and contribute to our growing organization.

Roles & Responsibilities

- Plan how to establish and maintain major account relationships and continuously innovate value added solutions.
- Maintain accurate, detailed and comprehensive knowledge of the potential of each account in territory, as well as, prepare and conduct regular business reviews to impact customer growth opportunities.
- Develop strong client relationships over time that provide significant input to planning company product, price, and service strategies.
- Solicits new business opportunities within territory. Prepare quotes and set appointments.
- Sell and promote packaging products and value –added service to meet or exceed both short term and long-term goals. Actively engage in sales calls on existing customers and cold calling on prospective customers.
- Proficient in excel.

Required Skills

- Strong Presentation Skills.
- Excellent verbal and written communication skills.
- Self-Motivated.
- Self-Accountable.
- Persistence with a positive goal.
- Willingness to learn.
- Good listener.
- Detail oriented.
- Adaptive.

Benefits

- Health Insurance.
- Dental insurance.
- Vision Insurance.
- 401K plan.
- Ability to work from Home or Remote.
- Car allowance.
- PTO.
- Reimbursed business expenses.
- Competitive Salary plus commission.

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