



Planned Packaging of Illinois Corporation – Midwest Regional Manager. 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

- Sell and promote packaging products and value –added service to meet or exceed both short term and long-term goals in an established territory.
- Maintain accurate, detailed and comprehensive knowledge of each account as well as prepare and conduct regular business reviews to impact the customer with innovative packaging solutions.
- Actively engage in sales calls on existing customers and cold calling on prospective customers.
- Negotiate with vendors and manufactures
- Plan how to establish and maintain major account relationships and continuously innovate value added solutions.
- Develop strong client relationships over time that provide significant input to planning company product, price, and service strategies.
- Solicits new business opportunities, prepare quotes, follow up, and implementation of packaging solutions.
- Proficient in excel.
- Ability and track record of developing and executing a sales plan to reach target accounts.
- Innovative problem solver; recognizing customer needs, providing alternatives and selling and implementing alternative solutions.
- Ability to effectively manage a sales territory and the selling process.
- Ability to work independently, successfully manage accounts, work under pressure, and adapt to changes in the work environment is essential.
- Ability to work as part of a team.
- Must be able to travel overnight, about one or two nights a week.

Benefits

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

Required Experience

- BS/BA degree in Business Administration (strongly encouraged but not required) or 5 plus yrs. in Sales.
- Customer Relationship Management, Minimum 5 years.
- Outside sales, Minimum 5 years.
- Successful track record of growing a territory and sales.
- Experience providing custom products and consultative sales solutions based on providing innovative value-added products and services.
- Strong understanding or experience within the packaging distribution or manufacturing industry and its products.
- Self-Accountable.
- Self-Motivated.

Planned Packaging of Illinois Corporation is an Equal Opportunity/Affirmative Action employer. Individuals seeking employment are considered without regards to race, ethnicity, color, creed, religion, sex, sexual orientation, marital status, age, disability, gender identity or expression, genetic information, national origin, protected veteran status or any other classification protected by law. Additionally, Planned Packaging of Illinois Corporation will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. However, employees who have access to the compensation information of other employees or applicants as part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with Planned Packaging of Illinois Corporation's legal duty to furnish information. If you would like more information about your EEO rights as an applicant, please click here:

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