



Join us at rose plastic! Our company is regarded as the world's No. 1 supplier of high-quality hard plastic packaging for the tooling, consumer DIY and medical industries. As a medium-sized, third-generation owner and managed company, we develop and produce high quality plastic sleeves, boxes and cases. With around 800 employees at 10 locations worldwide, we are where our customers are. To continue the rose plastic's success story, we are looking for you!

At our facility in California, PA we are looking for a:

Sales Territory Manager

JOB PROFILE:

- Develop sales in the area designated in line with overall business strategies and with a high degree of concentration in the medical and dental industries and to develop relationships between rose plastic and targeted OEM customers
- Establishes and maintains a business relationship with new prospects and maintain relationships with established customers while selling company products and services
- Utilize company tools to prospect for new business and maintain an active pipeline through the company CRM
- Establish sales budgets with senior management based on new business and the assigned customer base
- Maintain awareness of actual sales and explain any significant variances against budgeted sales targets of quantity and price and days of sales outstanding (DSOs)
- Negotiate and implement pricing policy with the customers

REQUIREMENTS:

- Located on the West Coast (Pacific or Mountain Region) preferred or willing to relocate
- Bachelor's degree or equivalent experience
- Prior experience prospecting new customers with demonstrated success developing new business
- Ability to complete tasks and solve problems with limited guidance and direction
- Strong business acumen; understands business, products, customers, and suppliers
- Strong interpersonal and communication skills including written, verbal, and active listening
- Strong time management skills: ability to multi-task, prioritize, and follow up
- Assertive, takes initiative and leverages network and uses creativity to build new business

OUR BENEFITS:

- Medical, Dental, Vision insurance
- Life, Long and Short Term Disability insurance
- 401K Retirement and Profit Sharing Programs
- Time off policies include vacation, holidays and personal time



Are you interested in joining our team?! We look forward to receiving your resume!

rose plastic USA

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