



PR/086540 | Sales Executive in PA

Job Information

Recruiter

JAC Recruitment USA

Job ID

1515487

Industry

Retail

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY:

The Sales Executive will generate new revenue from existing and new sales accounts, focusing on retail, beauty, and food verticals. Responsibilities include prospecting leads, obtaining meetings, generating proposals, and managing orders. The role requires achieving sales quotas, maintaining contact records, and presenting sales reports.

RESPONSIBILITIES:

- Produce new revenue from existing and new sales accounts, focusing primarily on retail, beauty, and food verticals, as well as promotional and event groups within any organization.
- Onboard business from previous position's portfolio.
- Prospect self-generated leads through inside and outside market research.
- Obtain in-person meetings both locally and remotely. Out-of-town travel expected, but not limited to, 4-6 times annually.
- Generate and present proposals.

- Manage orders through the sales cycle while interfacing with US and overseas manufacturing facilities.
- Final Account Receivable (collection) responsibility – performance-based income is dependent upon timely invoice payments.
- Achieve annual quotas in areas of sales revenue and gross profit.
- Understand manufacturing of products through initial and ongoing training.
- Maintain organized contact records.
- Present sales reports for and participate in bi-weekly sales calls.
- Attend out-of-town trade shows.
- Attend business meetings out of state.
- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedules to call on existing or potential sales outlets and other trade factors.
- Adjust content of sales presentations by studying the type of sales outlet or trade factor.
- Submit orders by referring to price lists and product literature.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Resolve customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Recommend changes in products, services, and policies by evaluating results and competitive developments.
- Provide historical records by maintaining records on area and customer sales.
- Contribute to team effort by accomplishing related results as needed.

QUALIFICATIONS:

- Minimum 4 years of business-to-business direct selling experience with a proven record of profitable sales.
- Strong skills in customer service, meeting sales goals, negotiation, presentation, and client relationships.
- Familiarity with office software and phone systems.

PREFERRED REQUIREMENTS:

- 4-6 years of experience in the retail packaging and/or food packaging industries.
- Proven record of budget attainment.
- Established portfolio of accounts that can be brought to the company upon hire.

SALARY:

\$73,000-\$78,000 +commissions & bonuses based on company profit

BENEFITS:

Health Insurance (Medical / Dental / Vision / Life), 401K (no-match)

LOCATION AND HOURS:

Pennsylvania, PA

Monday - Friday / 9:00 A.M. - 6:00 P.M. (Hybrid Work)

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

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Company Description