



Under the direction of the Director of Sales, the Area Sales Representative is responsible for selling company products, developing and securing new customers, and managing an existing customer base. As the Area Sales Representative, you will help to develop and execute Kendall Packaging's overall strategy. The position investigates and reports on new products and applications by keeping informed of industry trends and competitive offerings.

**Essential Duties & Responsibilities:**

(To perform this job successfully, an individual must be able to meet expectations of each duty and other duties that maybe assigned in the future).

- Meet and/or exceed assigned business goals.
- Build an active pipeline by managing the overall sales funnel from lead generation activities to close.
- Develop a sales plan by market, customer and product levels.
- Work with Marketing and other departments to discuss customer needs and provide the best solution while maintaining overall company profit targets.
- Develop and maintain CRM database of existing customers as well as adding new prospects and contacts.
- Deliver Kendall's capabilities and value proposition to customers.
- Share new product ideas with Kendall's innovation team.
- Execute sales calls, presentations to deliver proposals for prospective customers.
- Attend industry events and trade shows to keep up to date on industry trends and gain new business leads and contacts.
- Work closely with Account Management and Field Technical Service teams to provide world class service to existing and new customers.
- Work closely with cross-functional teams and departments to on-board new business.
- Prepare sales reports on a regular basis as well as stay current with all business expense reporting.

**Required Skills & Experience:**

- Must possess a four-year college degree with an emphasis on business sales, marketing, or engineering.
- Possess a comprehensive understanding of the flexible packaging industry, material knowledge, markets and competition.
- Minimum of 5 years sales experience with a strong track record selling Flexible Packaging.
- Ability to develop productive relationships and communicate effectively with all levels of both internal and external contacts.
- Highly motivated sales person who is results oriented, driven to succeed and has an ability to close the sale.
- Ability to successfully negotiate opportunities.
- Outgoing and personable with excellent interpersonal skills.
- Excellent organizational, written and oral communication, listening and presentation skills.
- Self-motivated to work remotely.
- Must be good with follow up and meeting deadlines.
- Coach-able with the desire to consistently learn.
- Willing to travel overnight.
- Experience using CRM Programs.

Please contact Stewart Landy - Director of Sales - for more information. Email: [stewart.landy@kendallpkg.com](mailto:stewart.landy@kendallpkg.com).