



## Job Responsibilities – Outside Sales Representative

Arch Plastics Packaging manufactures plastic bottles for the Pharmaceutical, Personal Care, Pet Care and Food Industries. <http://www.archplasticsllc.com/>

### **Preferred location:**

Northeast - Remote Position

### Job Description:

- Hunt and win new business.
- Present, promote and sell products/services using solid sales techniques
- Regularly meet with existing customer base
- Weekly face to face meetings with customers and prospective customers.
- Recognize and report market trends
- Cold calling
- Weekly activities reporting.
- Quarterly manufacturing plant visits
- Prepare, present and follow up on proposals
- Expense reporting
- Other duties as assigned by Sales Management

### **Requirements:**

2-5 years rigid packaging sales experience

Outgoing, Detail Oriented and Organized

Must have dependable transportation and willing to regularly travel the northeast region.

Overnight travel

Critical thinking and problem-solving skills

Computer skills and use of Microsoft Word, Excell and PowerPoint