



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 industry. 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 Associate

### JOB PROFILE:

- Responsible for growing sales in their assigned sales territory. This will require travel, face-to face meetings, phone calls, email, and video conferencing. The Sales Associate will employ prospecting, excellent communication skills, established selling procedures, and extensive product knowledge to develop and nurture a customer base. This role will also require support and attendance at trade shows as necessary.
- Establishes business relationships with new prospects while selling company products and services
- Prospects for new business daily while maintaining and updating pipeline information through the company CRM tools
- Develops strategies for sales growth with new and current clients
- Create Targeted lists of potential prospects and execute outbound campaigns to generate leads and new business

### REQUIREMENTS:

- Located in the Midwest is preferred or willing to relocate
- Bachelor's degree or equivalent experience
- Prior cold outbound sales experience preferred
- CRM experience preferred
- Prior experience prospecting new customers with demonstrated success developing new business
- Ability to create targeted customer lists and execute outreach plans
- Ability to complete tasks and solve problems with limited guidance and direction

### 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!

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