



POSITION OVERVIEW for Sales Representative

This position is responsible for leading the selling efforts to support maintenance of existing business as well as expanding profitable growth of the territory. Responsibilities include account management, price execution, and new business development.

PRIMARY DUTIES

- Act as a member of the Chicago Glue Machine Sales team by working to develop and implement sales strategies.
- Manage growth in MO, IL, KS, and KY: maintain and develop core business, achieve sales targets, control expenses and obtain market share.
- Foster and drive the development and delivery of innovative solutions to customers.
- Equipment selection, installation, testing, training and troubleshooting.
- Work with customers to make running our product an efficient and effective component of their manufacturing process.
- Work with targeted accounts on new applications, product approval, testing and business plans.
- Develop long-term relationships and coordinate sales efforts.
- Create and manage annual sales budget.
- Promote safety awareness and monitor compliance with government and company safety regulations.
- Detailed tracking in CRM
- Problem solving skills
- Travel 40-60%

Required Skills

- Efficient use of Microsoft Word, PowerPoint, Excel and Outlook
- With Valid Driver's License and car insurance
- Professional communication skills

Required Experience

- Sales experience

Benefits

- Health insurance
- Dental insurance
- Vision insurance
- 401K

Job Location

St Louis MO vicinity to allow for quick response to territory being served.

Please send resume to mweippert@chicagoglue.com