

PRINTPACK

Sales Trainee - Atlanta, Cincinnati, Portland, Williamsburg

Overview

Printpack US has an opening for a **Sales Trainee** located in Atlanta, Cincinnati, Portland, and Williamsburg

The Sales Trainee will complete a rigorous rotational program to prepare highly motivated individuals to move into a field sales position. Elements of the program include time spent working in customer service, manufacturing, pricing, product development and shadowing successful Printpack sales associates. The rotational training program will last approximately twelve (12) months before fulltime placement in the field sales organization.

This is a unique opportunity to learn Printpack's business. We are looking for talented individuals that are open to a flexible desired career path that could lead to advancement in the sales organization or in another department longer term. This position will report to the Sales Operations Manager.

Overnight travel will be expected 50% of the time.

Minimum Requirements & Preferred Qualifications

Minimum Requirements:

- Four-year degree

Additional Sales Trainee Job Requirements:

- Intellectual curiosity and a strong desire to learn about how things work and what motivates people to take action
- Communication skills, particularly the ability to ask good questions and to listen actively with the goal of seeking to understand others first
- Adept at establishing and maintaining relationships with people at all levels, putting others at ease, handling disagreements and conflict diplomatically, and using tension creatively when necessary to drive results
- Ability to establish clear priorities, drive projects along, get results, and ensure that key objectives are met
- Strategic perspective to understand business issues and personal wins that drive change and capability to analyze issues from different points of view
- Good judgment and integrity

Key Responsibilities & Competencies

Key Responsibilities:

The ultimate goal of this role is to build the skills and knowledge required to be a successful sales associate at Printpack. Upon completion of the program, sales trainee will be expected to perform the following tasks:

- Build a working knowledge of Printpack's sales process and demonstrate capability to successfully put it into practice
- Create valid business reasons for prospects to meet and effectively plan calls using sales tools
- Construct questions to gather information from buying influences to help understand what they're trying to fix, accomplish or avoid
- Utilize Salesforce.com CRM to track, advance and close new business through the Printpack sales process
- Develop and expand strong personal relationships and credibility with customers up to and including senior levels
- Manage complex selling situations and facilitate all internal and external communications
- Lead cross-functional teams to develop and commercialize products
- Participate in pricing and contract analysis, evaluations and negotiations
- Share competitive data and activity gathered in the field with the rest of the Printpack commercial organization