

Account Executive - Flexible Packaging

Elevate Packaging, Inc – Chicago, IL

Founded in 2000 Elevate Packaging is a growth oriented, privately held supplier and distributor of flexible Consumer packaging including bags, pouches, films, cartons, custom printed labels and other packaging for the coffee, tea, gourmet, confection and specialty products industries primarily within the natural, sustainable, organic, and eco-friendly market. We differ from other packaging companies by providing a unique focus on sustainable packaging solutions where 100% of our packaging and label solutions are sustainably sourced and compostable and/or recyclable.

Requirements:

- Ideal candidate will have experience selling bags and pouches with 3-5 years' experience in laminated flexible packaging sales
- Proven successful and current track record of sales and new account development
- Excellent Critical Thinking Skills are Mandatory. Ability to analyze and develop market opportunity quickly
- Ability to learn the business and determine the solution potential that fit
- Comfortable calling on/ presenting to Senior Management decision makers
- Strong sense of urgency
- Demonstrated ability to sell to multiple contacts and can orchestrate "closing the sale" of a complex program

Responsibilities:

- Consultative sales approach based on value and differentiation
- Managing and closing business that meet/exceed sales expectations in targeted market segments.
- Develop New sales opportunities through outbound prospecting, referrals and internal lead advancement
- Maintaining and growing existing customer relationships by identifying new product and cross-selling opportunities for our other sustainable packaging lines including adhesive labels and folding cartons
- Managing the sales process from prospect to close, including qualification, presentation, solution development and ultimately close the sale.
- Value-added sales approach based upon sustainable packaging knowledge and professionalism. (on-the-job training provided through company)

Compensation:

- Excellent base salary with full commission plan, full benefits