



Job Summary: Experienced Sales Representative

Location: PTI Engineered Plastics

Job Type: Full Time

Shift: Days

Experience: Minimum 5-7 years of experience with the ability to sell industrial design consulting services

Education- Level Requires B.A. / B.S. or equivalent experience in business or design

Salary: Salary and benefits will be commensurate with experience. Competitive wages, excellent benefits.

Job Purpose: PTI Design is looking for an experienced Sales Representative that has the ability to learn and quickly understand customer applications and product lines to recommend appropriate solutions. The ideal candidate must have a passion for design with knowledge of materials and processes as well as an eye for detail. Must be able to plan and efficiently manage your own travel within their target or key accounts.

You should be a successful, confident salesperson with an established network of contacts to solicit and who can navigate and work within various industries. Join our growing team, and start selling today!

Duties:

- Identifying and developing new target accounts
- Creating, managing and achieving sales forecasts for assigned accounts
- Meet with potential new clients, including making project site visits
- Relay crucial client information to Creative Design Director, Design Team and Project Manager
- Collaborate with New Business Director, Creative Design Director and Marketing/Sales Team to reach and exceed sales goals
- Working closely with designers, engineers, and PTI Design staff to meet customer needs
- Actively researches and reports industry developments affecting business development
- Manages new accounts insuring good service and customer retention
- Support marketing initiatives through trade shows and other events
- Assist Management in the development of sales strategies
- Attend trade association events – i.e. IDSA events, etc...
- Managing relationships and Networks
- Manage sales presentations and proposals

## Skills and Experience:

- Strong written, verbal and interpersonal communication skills
- Requires B.A. / B.S. or equivalent experience in business or design
- Design, Materials, Process and technical background preferred
- Must be able to work in a team environment
- Must be organized, accurate, detail oriented and self-directed
- Must have basic computer skills
- Business acumen
- Excellent communication skills
- Proficiency in design and design strategy
- Ability to work simultaneously on multiple projects

Cultural requirements include ability to lead by example; dexterity in working with, engaging, and energizing people; thriving on wearing many different hats and making connections; and interest in growing with and shaping PTI Design.