



New Business Sales Executive

Emmerson Packaging is a third-generation family-owned company. We are an industry leader in flexible packaging solutions and we love what we do! We pride ourselves on meeting and exceeding the highest quality standards in everything we do, including adding talented people to our team! This passion and pride, has won us the distinction of being named one of Canada's Best Managed companies for 10 years running.

Our Values say it best:

- We enhance our lives by helping others succeed
- We care about our clients, each other, and our communities
- We are responsible for the outcome of our actions
- We strive to do the right thing, even if it costs us

If you share our values, you should come work with us! Visit our website and apply today!

www.emmersonpackaging.com

Job Summary:

As a member of the Marketing team, you'll be an essential contributor to our success, and we'll look to you to grow our reputation and help our customers be successful. You'll drive sales growth through strategic campaigns with target customers in chosen markets to help Emmerson Packaging achieve its sales and business profitability goals.

Job Skills & Qualifications:

- College or University Degree
- Three (3) years' inside sales experience
- Inbound Academy Sales and Marketing Certification
- Good communication skills, both written and verbal
- Good organizational and time-management skills
- Strong interpersonal skills with demonstrated ability for motivating others
- Strong analytical skills
- Proven ability to take initiative and work independently
- Strong decision making and problem-solving skills
- Strong presentation skills
- Proficient in the use of Microsoft Word, Excel, and PowerPoint software programs
- Preferred: Proven market knowledge

What's in it for YOU?

- Competitive wages
- Comprehensive health and dental benefits
- Defined contribution pension plan
- Profit Sharing program
- Training and development support
- Being part of an awesome team

Interested candidates are asked to respond in confidence as follows:

Human Resources Department
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