

Job Title: Account Sales Manager (B2B Inside Sales)

Are you passionate about sales and the opportunity to grow a brand on your own! We are looking for someone that is a self-starter, who shares our values and who thrives on accomplishment. No traveling, as this is an inside sales position, and no direct reports to start (until you are able to grow the brand!). The position reports to the VP of Sales and is fully responsible for the RestaurantBags.com (RBC) line, which includes; developing a robust sales pipeline, maintaining existing customers, building long-term relationships, and successfully closing new business

Candidate Requirements:

- Bachelor's degree in sales and marketing or in a related field; two to five years' work experience; or equivalent combination of education and experience
- Excellent communication and presentation skills
- Strategic and thoughtful thinker; see's the bigger picture and makes good decisions
- Proven experience establishing & maintaining key client relationships

Essential Functions and Key Responsibilities:

New Business Acquisition

- Effectively executes the sale process, including prospecting calls and emails, quote proposal, negotiating profitable pricing, working with the Art Department on proof process, closing the sale, and processing the order.
- A minimum of 10 new prospect outbound calls daily
- A minimum of 10 new orders closed monthly
- Follow up via email and phone one week and one month after quote has been delivered
- Follow up on all web leads within 24 hours of receipt
- Return incoming sales leads within 4 hours of receipt.
- Provide a weekly detailed sales report to VP of Sales including number of outbound calls, quotes, closed and lost business, and quote follow up details

Account Management

- Continuously articulate and reinforce company value proposition
- Retain, and grow account volume and profitability
- Effectively work with company and customer support teams to optimize profitability
- Monitor top 10 customer activity and report to VP of Sales weekly

About Command Packaging

For over 28 years, Command Packaging has been the leading US manufacturer of carryout bags for the retail, grocery, and food service industries. We have earned the respect in our industry as innovators and leaders of quality, value-added products. Our manufacturing, distribution, and recycling facilities are strategically located offering bag solutions to customers nationwide. Visit www.commandpackaging.com and www.restaurantbags.com

Command Packaging is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status, or any other characteristic protected by law. If you have a disability or special need that requires accommodation, please let us know.

Please send your resume to jobs@commandpackaging.com. Enter "Account Sales Manager" on subject line. Base salary commensurate with experience + excellent bonus potential.