



ZELLER+GMELIN

Job Description: Sales Representative Midwest US

Reports to: National Sales Manager

Company Overview

Zeller+Gmelin Corporation is an international printing ink manufacturing company and leading competitor in the graphic arts industry. For more than 150 years the name Zeller+Gmelin has stood for the highest quality and customer-oriented solutions.

Scope of Position

The primary responsibility of this high-energy, fast paced Sales Representative role is to work directly with our clients, managing existing sales accounts in assigned territory; cultivate new sales opportunities within designated sales territory utilizing the product offerings exclusively provided by Zeller+Gmelin Corporation. This position covers the territory which includes Kansas, Missouri, Nebraska, Iowa and North part of Oklahoma.

Duties & Responsibilities

- Manage the sales of UV, LED, Waterbased & Conventional inks, coatings and adhesives in sales representative territory
- Interact with the Product Sales Managers to build strong working relationships
- Conduct trials and tests of Zeller+Gmelin inks, cataloging the information
- Pursue new accounts using a variety of means, including product literature, social media, industry networking, email and phone communications
- Point person on addressing product issues, training, and troubleshooting and relaying information to the product sales manager and monitor/initiate the responses back to the customer
- Determine when customer requirements change and put together a plan of action to address the customer's new requirements
- Conduct monthly consignment counts as needed
- Help with deliveries and local branch coverage as/when needed

Skills & Experience Needed

- Excellent communication skills, both verbal and written
- Able to meet deadlines and work under pressure, meet goals and objectives.
- Strong computer skills (especially MS Office and online-based CRM software); organizational skills, attention to detail, and ability to multi-task is critical
- Able to develop and build strong account relationships with personnel across all organizational layers
- Excellent negotiation skills



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Requirements

- Sales/account management/customer relationship experience
- 10 years with ink products and/or graphic arts industry preferred
- Business management experience a plus
- Expected to work Monday through Friday, typically 8 hours a day but must be flexible to attend to the customer's needs and on occasions must make a delivery to customer
- This position requires travel within sales representative designed territory. Travel costs and mileage for personal vehicle use are covered by the company
- Candidates must pass a drug test prior to employment

Employee's Signature: _____ Date: _____

Human Resource's Signature: _____ Date: _____