



ZELLER+GMELIN

Are you seeking a global, well-established, and innovative company that's part of an industry with exciting growth potential? Then, start your colorful career with Zeller+Gmelin.

We are looking for a sales-oriented candidate that can provide new sales growth, and service existing accounts in the South-Central territory based out of Dallas, Texas.

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 the Sales Representative role is to work directly with our customers, through the management of existing sales accounts in assigned territory and cultivation of new sales opportunities within designated sales territory. As part of this role, the Sales Representative will showcase the company's products and services by focusing on strategic existing accounts and developing new prospects. This position requires a broad knowledge of the organization's products, services, and marketing techniques as well as technical knowledge of the specific products sold. In addition, the role will facilitate customer orders, assist in maintaining customer inventories, trouble shoot and resolve customer complaints, and assist customers with technical expertise related to the ink and the solution of the problem.

This position covers the territory which includes Texas, Louisiana, Mississippi, Arkansas and Southern Oklahoma and reports out of the Dallas, Texas branch.

Duties & Responsibilities

- Manage the sales of UV, LED, Waterbased & Conventional inks, coatings and adhesives in sales representative territory
- Coordinate with National Sales Director and Product Sales Managers to develop strong working relationships with customers and internal stakeholders
- Build and maintain the highest level of customer satisfaction by providing high quality products, solutions and superior service.
- Collaborate with National Sales Director and Product Managers to establish strategic target accounts; provide an action plan to cross-sell additional product offerings
- Determine when customer needs change and create plan of action to address the new requirements
- Pursue new accounts using product literature, social media, industry networking, email, phone and in person communications
- Organize sales territory to efficiently oversee current customer accounts and establish relationships with prospective customers while coordinating account activities with customer service, product manager and production personnel
- Work with National Sales Director and Pricing Administrator in determining prices to offer competitive pricing while maintaining margin
- Coordinate on site testing with Zeller+Gmelin inks, with consistent customer follow up

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EXPERTLY DONE.



- Point person on addressing product issues, training needs, and troubleshooting requests, relaying information to the product manager, and coordinating responses and solutions back to the customer
- Conduct monthly product inventory counts as needed
- Help with deliveries and local branch coverage as/when needed
- Build expertise on industry trends, competitive activities and provide reports/ forecasts on the industry market

Skills & Experience Needed

- Excellent communication skills, both verbal and written, especially persuasion to clearly convey the benefits of a product to customers and potential customers
- 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, network and build strong account relationships with personnel across all organizational layers
- Confidence and strong self-assuredness to succeed in cold-calling customers, negotiating and making a sale

Requirements

- Sales/account management/customer relationship experience
- Five 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

Additional Information

We offer a competitive salary with excellent benefits including medical, dental, vision, life insurance, disability insurance, 401(k), vacation time and personal time. Through our benefits program we support the needs of our employees and their dependents by providing a benefit package that is easy to understand, easy to access and affordable.

Don't just choose a job, chose a career that emphasizes employee growth in a safe, environmentally conscious culture. Be apart of a sustainable enterprise that prioritizes the safety and well-being of their employees above all else. We believe that investing in and protecting our employees is key to success.

At Zeller+Gmelin, we believe we can only grow our business as well as we grow our team.