

## ***Sales Executive***

Paper Converting Machine Company, a subsidiary of Barry-Wehmiller Companies, Inc., is a world-wide leader in the design and manufacture of state-of-the-art converting machinery. We have immediate openings for Sales Executives in our flexographic printing press department.

Our highly motivated Sales Executives must be effective relationship builders and communicators with owners of small and medium size businesses and director level leadership of larger consumer products companies. A passion for excellence, the ability to develop solutions to contribute to customer satisfaction are important qualities desired. They will prepare and present to customers while developing solutions in a collaborative, professional atmosphere.

Duties will include presenting quotations for commercial closure of the sale; preparation of draft technical specifications based on customer requirements, facilitate design reviews, customer checkouts and equipment demonstrations. These positions require a high degree of internal interface with other team members such as pricing, sales support, planning, customer service, engineering, manufacturing, accounting and finance.

### **QUALIFICATIONS**

Qualified candidates will have a minimum of three years demonstrated experience in the sale of **complex capital equipment**; BSME or equivalent, and possess a sound ability to quickly learn the industry. The ideal candidates must possess excellent presentation skills and proficiency in Microsoft Suite (Word, Excel, PowerPoint). In addition to the demonstrated technical and sales requirements, the candidates must possess strong interpersonal skills, the ability to work well in a fast paced team environment and be willing to travel 50% of the time. French and Italian language skills a plus.

Our comprehensive compensation and benefits package includes a 401(k) plan with matching contributions. Please send resume and salary history to: **Culture & People Development, Paper Converting Machine Company, P.O. Box 19005, Green Bay, WI 54307-9005** or to [employment@pcmc.com](mailto:employment@pcmc.com). E.O.E.