



SALES MANAGER

Respect * Customer Driven * Innovation * Global Perspective * Action Oriented

If you have experience with the following, then Flex may be a fit for you!

- **Packaging, adhesives, labels, or converting industries**
- **Strong sales and negotiation skills**
- **“Hungry for success” style of thinking**

Flex Films is located in Kentucky, but this position offers the ability to work from home!

Flex Films is a world class player in the polyester film and flexible packaging markets, through driving efforts in technology, innovation, and product development. Flex Films is a part of UFLEX Group which exceeds annual revenue of \$1.2 billion, operates on 4 continents, and supplies products in over 115 countries.

Reporting and Responsibilities:

Reporting to the Senior Vice President of Sales, the **Area Sales & Marketing Manager** will develop new business in the packaging, label, or industrial markets while managing customer accounts, implement customer strategies, and work with various members of the plant organization to maximize profitability of the business.

Additional Responsibilities may include but are not limited to:

- Work aggressively to secure new business and product opportunities.
- Achieve and maintain specific sales goals to include volumes, pricing, and revenues.
- Support and manage new and existing customer base through inventory control, handling of customer inquiries, customer complaints, and other miscellaneous day-to-day business support functions.
- Research and analyze market trends to include end use applications, requirements, pricing, usage, etc., and provide recommendations based on research and analysis to management on both the short and long-term direction of market trends.
- Lead proactive development of bid pricing and contract negotiation pricing/terms.
- Serve as a product and application knowledge expert for assigned market area and provide general process and quality knowledge to internal and external sources.
- Coordinate R&D, Quality, and manufacturing process support as appropriate to assigned accounts.

- Must also achieve goals without close supervision, be pro-active and self-driven willing to take ownership.
- Serve as "Face of the Company", for all sales and account issues.
- *With Business Development being such an important piece of this role, the ideal candidate will be a "Hunter" who has a great track record of campaigning/winning new business.*

Requirements:

- Bachelor's Degree with technical or business background preferred
- Strong sales and negotiation skills with the ability to aggressively promote products
- 3-8 years sales experience in PET Film business or related converting business preferred
- Knowledge of PET products, markets, and competing films; preferred
- 50% Travel Required
- Excellent communication skills to include interpersonal, presentation, and written
- Computer skills (MS Office, etc.)

Flex Films Offers:

- Competitive salaries and comprehensive benefits
- A diverse, inclusive work environment which offers learning opportunities to encourage personal development
- Interact with colleagues from around the world while working in a global environment
- Entrepreneurial environment to inspire innovation and enthusiasm, creating success for oneself and the company

As one of the world's leading companies in flexible packaging, we utilize the expertise of our people to innovate products to meet tomorrow's needs. If you are interested in applying your skills and knowledge to make a global impact, then discover the numerous career opportunities at Flex Films and become part of our international team.

Benefits and Disclosure:

Flex Films offers a competitive salary package in addition to a comprehensive benefits package including Medical, Dental, Vision Coverage, Life Insurance, Disability Coverage, 401 K Savings Plan, Vacation, and Paid Holidays.

Flex Films is an Equal Opportunity Employer encouraging diversity in the workplace. All qualified applicants will receive consideration for employment without regard to their

race, color, creed, religion, national origin, citizenship status, ancestry, sex, age, physical or mental disability, marital status, family responsibilities, pregnancy, genetic information, sexual orientation, gender expression, gender identity, transgender, sex stereotyping, protected veteran or military status, and other categories protected by federal, state or local law.