

## Job Posting

**Title-**National Sales Representative

### **Position Summary**

National Sales Representative is responsible for building relationships with individuals and companies in assigned territory to sell the company's products and services and reach internal sales goals. High level of emphasis in territory growth of new sales, while developing and implementing sales strategies.

**Essential Duties and Responsibilities-** The essential functions include, but are not limited to the following:

- Promote and sell The Reynolds Company adhesives and technology thereby enhancing our position in the market as an innovative leader and create a competitive advantage and optimize value for customers
- Develop annual business results, aligned with business plan, sales, contribution margin and volume, accountable for delivering results
- Independently and technically support the customer for standard needs, including running product demonstrations
- Knowledge of the territory and adhesive industry, including developing new business pipeline and focus effort on delivering growth and maintaining existing business to deliver plan
- Implement business pricing strategy based on business guidelines, expertly delivers price increases thereby enabling prices to stick
- Provide voice of the customer feedback into the organization
- Ability to communicate and influence at all levels
- Technically competent, and independently able to manage demonstration and technical problem-solving

### **Minimum Qualifications (Knowledge, Skills, and Abilities)**

- 7+ years of relevant sales experience; related to industry and B2B experience
- Ability to multi-task, problem solve using technical knowledge and support customers
- Ability to travel – up to 50%

The Reynolds company is an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender, national origin, disability, or protected, veteran status, or any other legally protected classification. The duties, responsibilities and qualifications described within are representative of the essential functions of this job.

The Reynolds Company does not accept unsolicited resumes from staffing firms or recruiters. To provide services to The Reynolds Company, a written service agreement must be completed and approved by The Reynolds Company Executive Management to submitting information regarding any potential candidate. Without a signed service agreement, The Reynolds Company is not obliged to pay any type of fee or compensation to any staffing firm or recruiting service.