



Sales Rep, Vancouver

MD Packaging is looking for an experienced Sales Representative for Vancouver and the surrounding area. Some travel will be required. The incumbent will be working primarily within the food/beverage, pharma and CPG markets.

Responsibilities include:

- Achieve all territory business objectives including sales goals and growth.
- Identify and acquire new customers via cold calling, prospecting and developing new business.
- Communicate and collaborate with all cross functional team members to ensure optimal alignment on business opportunities and priorities.
- Build customer loyalty through continuous innovation, becoming a trusted advisor.
- Manage a territory as if it is your business.
- Establish relationships and leverage consultative selling skills.
- Use CRM to record and track progress.

The position requires the following qualifications:

- Results oriented and customer focused
- Highly energetic and self-motivated
- Excellent territory management skills
- Strong interpersonal, organization and presentation skills
- Excellent oral and written communication
- Exceptional proven track record of performance
- Reside within close proximity to current territory
- A self-starter who is driven to succeed and exceed goals

Established in 1989, MD Packaging is one of Canada's foremost distributors of product inspection and packaging automation solutions for the manufacturing sectors in the food, beverage, pharmaceutical, consumer goods and industrial products industries. We are industry experts when it comes to x-ray, checkweighing, metal detection, induction sealing, case forming, case packing, labeling, tray forming, palletizing, stretch wrapping among other technologies. MD Packaging's core business units also include consumables, parts & service, in house engineering/integration and its equipment division, BlueWater Automation.

We believe in providing opportunities for growth and advancement and are looking for someone who wants to build their career in our company. In addition to competitive wages and benefits, MD Packaging offers a stable and rewarding career.

Resumes to be sent to jaime@mdpackaging.com

