



PARC (USA)

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Recycling for THE future

Corporation

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Sales Account Manager

Job Classification: Sales Department

Job Title: Sales Account Manager

Job Location: Romeoville IL (a suburb of Chicago)

Business Unit: PARC Recycling, and PARC Polymers

Company Description:

PARC Corp is headquartered in Romeoville Illinois, a suburb of Chicago. PARC is in the business of plastics recycling over decades, has earned a solid reputation in this industry. Ranking #6 on North America Recyclers on 2009, and Top 50 exporters in United States more than ten years.

Runs extrusion and compounding lines in Qingdao China, have the compounded resins in prime and recyclable contained form, distributed for China top compounder in North and South America, not only the general purpose plastics compounded resins, but also high grade TPE, TPV, under customerized compounded resins.

Job Description:

The sales account manager will identify new strategic sources of recycled plastics in the industrial area, in North American and South American for assigned territory and accounts.

Interview and develop new vendors by obtaining product information, such as company profile, pricing, terms and material availability, delivery time.

Review and submit bid proposals, negotiate contracts with scopes of authority and prepare purchasing orders.

Identify and classify potential sales by establishing call priority/frequency and appropriate action plans, based on the network/contacts formulated.

Education/Experience Requirements

Bachelor's degree

Minimum five years sales experience in Automotive/Packaging/Appliance and electronic devices, consumer goods or related injection/thermoforming industries.

Essential Job Function:

Results-driven with documented success in exceeding sales goals and objectives.

Build and maintain excellent relationships with customers, responding to inquiries, processing quotes and customers orders.

Meet with customers routinely to generate new opportunities

Demonstrate progressive sales growth aptitude, success at opening new accounts, and retention, development.

Interfacing and coordinating activities with the warehouse and transportation department for timely delivery of product along with accounting for invoice resolution.

Participate in industry associations, stay abreast of industry news and events.

Work as part of an established sales team

Strong computer skills include Power Point presentation

Aggressive and open minded, with excellent presentation/communication skills

Travel Requirements:

Must have own dependable transportation.

Competitive salary plus variable compensation and benefits included, no relocation is available. For consideration, email resume to hr@parcusa.com.