



PARC

USA | CHINA
CORPORATION

Recycling for the Future

1415 Enterprise Drive | Romeoville, IL 60446 | Ph: 815-372-3500 | www.parcusa.com

Senior Account Manager

Job Classification: Marketing

Job Title: Sr. Account Manager

Job Location: Romeoville, IL (a suburb of Chicago)

Business Unit: PARC Film

Company Description:

- PARC Corporation is headquartered in Romeoville Illinois, a suburb of Chicago. PARC is in the business of plastic recycling for over 10 years and has earned a solid reputation in the industry. PARC recycles its #1 PET scrap material into a high performance rPET film/sheet for sales into thermoformed packaging products.

Job Description:

- The Sr. Account Manager will identify new strategic rPET sheet and roll opportunities.
- Identify and classify potential sales by establishing call priority/frequency and appropriate action plans.
- Consistently seek new product knowledge and research, understand & respond to the competitive landscape.
- Ability to establish and expand relationships with key executives and decision makers within each customer organization in the territory.
- Strong process discipline with ability to align planning objectives with a pipeline development process to grow and develop territory revenue
- Experience in developing strategic plans and accurate forecasts for assigned territory and accounts
- Quote prices, credit terms and prepare sales contracts.

Education / Experience Requirements

- Minimum of Bachelor's degree
- Minimum of 10 years in the plastics packaging industry.
- Must have a minimum of 5 years sales experience.

Essential Job Function

- Results-driven with documented success in exceeding sales goals & objectives.
- Build and maintain excellent relationships with customers, responding to inquiries, processing quotes and customer orders.
- Meet with customer routinely to generate new opportunities.
- Demonstrated progressive sales growth aptitude, success at opening new accounts, and success in account retention and 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 including MS Office Suite such as MS Word, MS Excel, and Outlook.
- Aggressive and open minded, with excellent presentation and communication skills.

Travel Requirements

- Must have own dependable transportation.
- Midwest travel is expected.

Competitive salary plus variable compensation and benefits included. No relocation is available.

For consideration, email, mail, or fax resume to:

PARC Corporation

Attn: Human Resources

1415 Enterprise Drive

Romeoville, IL 60446
Email: HR@parcusa.com
Ph: 815-372-3500
Fax : 815-372-3400