

**Position:** Sales Representative, Industrial Packaging

**Location:** Portland, Oregon

**Relocation Paid:** No

**Description:**

Supply Source is an Oregon owned company providing businesses packaging solutions, products, packaging equipment and technical service aimed to reduce the customer's total cost.

We have an opening for an experienced, highly motivated individual capable of building relationships that result in profitable business. The candidate must be a hunter, comfortable prospecting for new customers, attentive to customer's needs, and effective presenting solutions to appropriate decision makers that lead to closed business. We are looking for an outstanding communicator; one that provides regular feedback regarding the market as well as customer activities influencing our potential for success. The candidate will need to possess a drive for results, a willingness to negotiate, an enthusiasm to problem solve, cooperation to help the team succeed, have excellent organizational skills and operate with a high level of integrity.

This individual will be responsible for meeting or exceeding sales and gross profit goals as determined by Supply Source management, developing a sufficient number of new customer prospects in order to sustain long term sales growth, preparing proposals and quotations, maintaining an accurate and detailed summary of each customer or prospect in order to work with Supply Source management on creating territory plans. These plans will include tactical selling strategies, collaboration with in a selling team consisting of inside support, operations, packaging sales specialists and strategic suppliers. In addition this individual must follow all company policies and procedures.

**Requirements:**

- College degree preferred or 3-5 years of sales experience in wholesale distribution.
- Ability to create and edit documents in MS Office.
- Able to perform calculations related to percentages and profit margins.
- Possess a valid driver's license.
- Able to lift a minimum of 50 lbs.

Supply Source offers compensation that is competitive, benefits that include medical, dental, vacation and a 401k Plan. This is a great opportunity to begin a career with one of Portland's Fastest Growing Companies as referenced by the Portland Business Journal. Please email your resume and cover letter to [phil@supplysource.us](mailto:phil@supplysource.us)