

Folding Carton Sr Sales Executive

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Company: TigerPress

Location: East Longmeadow

Category: other-general

Company Description

TigerPress is a group of industry experts providing innovative solutions to the commercial printing and packaging markets. Our expertise lies in color reproduction on recycled papers and folding carton. We are a tri-certified company that emphasizes environmental considerations in our company policies.

Role Description

TigerPress is seeking a full-time **Folding Carton Sr Sales Executive** for its **East Longmeadow, MA** office. The Senior Sales Executive will generate new business in folding carton sales by building and maintaining client relationships and creating and negotiating sales proposals. The Senior Sales Executive must also possess comprehensive knowledge of folding carton printing, finishing, and packaging.

Qualifications

Bachelor's degree in business or a related field

At least 5 years of successful sales experience in the folding carton industry

Demonstrated ability to identify opportunities and generate new business

Strong negotiating and sales closing skills

Excellent verbal and written communication skills

Ability to work independently and in a team environment

Strong problem-solving and analytical skills

Attention to detail and a strong work ethic

Willingness to travel for tradeshow and customer visits

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