



Johnson Plastics Plus
5940 Hamlet Drive
Findlay, Ohio 45840
www.jpplus.com

Title: JPP Inside Sales Account Representative

Reports To: Sales Advisor/Strategic Account Manager

Primary Purpose: We are looking for a candidate that is a self-starter who likes to work in a fast-paced, competitive environment. You'll be successful in this role if you have a passion for sales, and you are organized, detail oriented and receptive to feedback. In this role you will convert pre-qualified leads and generate new business with new and existing customers to meet sales goals. You will also be responsible for generating new business by contacting potential customers about our products.

Here's what we look for in a Johnson Plastics Plus employee:

- Positive attitude with a high level of accountability, personal drive and integrity
- Competent in communicating directly and effectively throughout the organization
- High level of multi-tasking skills, with a strong attention to details and the ability to follow-up on all responsibilities
- Ability to set personal and professional goals, while demonstrating a strong work ethic; Works independently and proactively to uncover new markets/industries
- Ability to balance issues emotionally and objectively and empathize with other employee concerns
- Team-oriented, customer-first spirit with a passion to learn in a fast-paced sales goal driven atmosphere

Qualifications for this position:

- Degree in Business or Professional Sales or 3+ years experience in sales
- 3+ years of experience in commission sales with a proven history of growing sales, preferably within an industrial or consumer goods distribution organization.
- Solid telephone sales skills with the drive/persistence to find potential customers and inspire them with information about our products or services.
- Personal drive for positive results.
- Experience working within an ERP and/or analytics systems for evaluating sales data
- Experience working within Customer Resource Management (CRM) software
- Excellent computer skills (Excel, Outlook, Word)
- Ability to learn new products and services quickly

Here's what you'll be doing:

- Develop and grow relationships with key designated accounts to achieve or exceed sales revenue and margin goals and objectives.
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails.
- Ask questions about a customer's business to gain information for current or future use. Update the system with relevant information. (What equipment do they use currently? Do they focus on signage, gifts and personalization, and/or awards? What other products are they buying from another source? What obstacles do they face and what solutions can we bring to them? What are their future goals? etc.)
- Make the required number of interactions each day, including, outbound telephone calls and/or send email messages to business leads or inactive/prospective customers each day.



- Quickly qualify a potential customer as it relates to sales potential. Enter information in database completely with information for future reference.
- Communicate needs and service issues with company personnel for resolution.
- Track key metrics and outcomes to ensure repeatable success.
- Perform other duties as assigned.

Johnson Plastics Plus is the leading supplier/distributor to the engraving and sign-making industry. As part of the Rowmark brand, JPP strives to provide world class products and service to our customers each day through our distribution facilities located throughout the U.S.

Johnson Plastics Plus is an Equal Opportunity Employer that values our employees and offers a competitive pay and benefits package, an encouraging, supportive environment with training, professional development, recognition programs and career growth opportunities. Our benefits include profit-sharing, medical, dental, vision, 401(k), life insurance, flexible spending account options, short-term and long-term disability, vacation and paid company holidays.

We believe that people have always been and will continue to drive the success of our company. If this sounds like the opportunity for you, we invite you to submit your name for consideration.

Please send resume and salary requirements to: kwinner@rowmark.com