



Litco is seeking a packaging sales engineer to gain market share for our line of innovative, sustainable, engineered wood transport packaging products.

Title: Packaging Sales Engineer/ Outside Sales Professional

Reports to: Executive Vice President

FLSA Status: Exempt

Method of pay: Competitive Salary compensation package

Scope: This is a business-to-business, product specialist position in transport packaging and related packaging products. The sales channels are direct end-user and through authorized distributors

Our ideal candidate:

- Has a packaging engineering degree or related field; examples – industrial, chemical, materials, science engineer, mechanical and wood/renewable technology
- Has experience in designing, manufacturing and selling pallets and related packaging
- Is a Certified Packaging Professional (CPP) by the Institute of Packaging Professionals
- Has experience calling on medium to large size companies
- Possesses the ability to understand and present our product, based on performance
- Desires a sales position that uses a combination of technical and creative skill sets
- Has a proven record of success selling transport packaging products based on performance
- Is willing and able to travel with responsibility for multiple states
- Familiar with ISO 8611 and ASTM D 1185 pallet and packaging standards
- Knowledge of corrugated box design
- Ability to perform market research in order to identify new product line expansion
- Provide technical support in regards to standards to other departments for cross team collaboration
- Develop technical documentation based on testing data to promote product
- Familiar with shipping regulations for domestic and export scenarios
- Ability to make presentations to large professional groups, in person and on zoom
- Has and will continue to network and grow professional contacts within the industry

Other qualifications

- A reputation in the industry for honesty and integrity
- Is passionate about serving customers, goal oriented and a self-starter
- Has the ability and initiative to find new prospects
- Has established contacts in the markets that we serve
- Is experienced at selling directly, to end users and through distributors
- Believes that relationships are built and maintained in person
- Nonsmoker preferred

Requirements:

- A minimum of a Bachelor's degree: Packaging engineering or related field
- Fluency in English
- Bilingual verbal and written skills are beneficial
- Working knowledge of LinkedIn, Excel, Word & CRM, TOPS, CAPE
- Ability to travel

What the position can do for you:

- Provide a base pay, increased income and advancement based on performance
- Have the ability to sell a unique, high-quality product in a multi-state territory
- Become part of a successful, growing business with a reputation for honesty and integrity
- Provide an opportunity for challenge, growth, leadership and success
- Utilize current connections and build new relationship

Plus, the following benefits:

- Medical and Life Insurance
- 401(k)
- Paid Vacation
- Supplemental Insurance
- Long Term Disability

Why the position matters to the company

- We desire to maintain the position as the market leader in the products that we offer
- Increased coverage and capacity as a means to gain significant, increased market share
- The manufacturing of engineered wood products is a significant investment in a certified sustainable product line

Our vision for this position

- Within five years, the sales of our engineered wood products to double
- To market and sell our products based on performance proven through experience, testing and research
- To be the go-to company for export and domestic shipping pallet solutions
- To be the go-to company for core plug solutions for rolls of paper, film and foil
- To be the go-to company for extruded wood pallet blocks solutions for solid-wood pallet manufacturers

Physical Demands:

The physical demands described are representative of those that must be met by an employee to successfully perform the essential duties of this job. This is largely a sedentary role but some lifting, up to 50 lbs., may be required and occasional bending.

Travel

Occasional to frequent travel is expected for this position. Allowable travel expenses will be reimbursed.

EEOC

Litco International provides equal opportunity to all individuals regardless of their race, color, creed, religion, gender, age, sexual orientation, national origin, disability, veteran status or any other characteristic protected by state or federal law.

Disclaimer

This is not necessarily an all-inclusive list of job-related responsibilities, duties, skills, efforts, requirements or working conditions. While this is intended to be an accurate reflection of the current job, management reserves the right to revise the job or require that other or different tasks be performed or assigned.

For more information on this or other career opportunities available, email: joann@litco.com or visit: <https://www.litco.com/jobs/>