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Phone 315/469-6191
www.BronsteinContainer.com

- ✓ **THE RIGHT PEOPLE.**
- ✓ **THE RIGHT QUESTIONS.**
- ✓ **THE RIGHT CONTAINERS.**

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BUSINESS DEVELOPMENT CONSULTANT

Bronstein Container is a 4th generation family business that started as a wooden barrel cooperage in Syracuse, NY, ***over 100 years ago!*** Today, we are a full-service distributor of various types of industrial packaging - such as Pails, Drums, Cans, Bottles and IBC Tanks, etc.

We seek a dedicated, creative and hardworking individual who desires to grow with the company. We are a well-established business, which has long-term employees that have been part of our “family” ranging from 15 to over 30 years. We desire team members that are looking for a career, not just a job. This is a full-time position, set in a comfortable, modern office that has a “small business” feel.

REQUIRED CHARACTER TRAITS:

- Friendly, Professional, Honest, Passionate & Confident.
- Ability to build lasting customer relationships.
- Strong Communication, Presentation & Listening Skills.
- Neat with Excellent Organizational Skills
- Ability to Multitask & Prioritize effectively in a fast-paced environment
- Able to learn technical information - to understand and make product recommendations
- Exceptional negotiation skills and the ability to Earn Trust & Close Deals
- Comfortable with Routine Traveling – occasionally overnight
- A Team Player that also works well independently

This role requires an excellent working knowledge of Our Company & Products, the Industrial Packaging Industry, Target Markets and Competitors.

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SALES RESPONSIBILITIES INCLUDE:

- Maintain & Grow Relationships with Existing Accounts
- Increase Market Share by adding New Customers on a monthly basis
- Uncovering new sales opportunities and Managing the entire Sales Cycle from finding a prospect to converting them to a customer.
- Proactively maintain thorough & detailed customer/prospect records within the CRM system
- Routinely & Proactively Monitor Sales Activity of Current Customers
- Remain in frequent phone/email contact with customers and conduct scheduled customer visits
- Utilize the tools within our CRM system daily, to proactively manage tasks and stay on top of leads, opportunities & cases, etc.

MARKETING – Provide ongoing feedback/input to assist our Marketing Team:

- Understand the target markets, and which marketing strategies can be best used to attract clients
- Assist in monitoring active marketing programs and developing ways to improve those campaigns
- Submit ideas for experimental marketing programs designed to enhance and grow the company's brand

TECHNOLOGY – Experience is Required for the Daily Use of the following:

- Business/Accounting ERP Software
- CRM Software
- Microsoft Office/Outlook (365) Suite: Word, Excel, PowerPoint, etc.

EDUCATION & WORK EXPERIENCE:

- A 4-Year High School Education/Diploma is required.
- A 2-Year Associates Degree (Minimum) in Business, Sales and/or Marketing (or equivalent) is required.
- A minimum of Five Years of Business Experience is required. This experience should be in the areas of Customer Service, Sales, Purchasing, etc. Business to Business experience is preferred.
- A minimum of Two Years of Sales experience is required.

Any equivalent combination of education, training, and experience will be considered.

Salary DOE. Benefits package includes healthcare, profit sharing, paid vacation/sick time off, paid holidays.

