



National Bulk Bag – Business Development Manager

Job Title: Business Development Manager
Department: Sales
Location: Buffalo, NY area (seeking local candidates only)
Position Type: Full-time

National Bulk Bag, a Rapid Packaging Company, has an exciting new opportunity for a seasoned Business Development Manager! This position is a “hunter” sales role and is responsible for providing customers with end-of-line packaging solutions and related services. In addition, the position is also responsible for consistently growing sales organically through our current sales process.

National Bulk Bag is a Rapid Packaging Company that is customer-focused and growth-oriented and has been a leader in the packaging industry for over 40 years! We’ve been recognized as a 100 Best Companies to Work for three years in a row and most recently as a Top 200 Workplace.

Our comprehensive training allows you to learn our business, products and processes without unnecessary pressure. Do you want to contribute and be rewarded for the growth and success that you contribute to? Are you looking for a company where you have input on how you accomplish your responsibilities and set your goals?

We offer outstanding base pay and incentives, an excellent PTO and benefits package, as well as an employer 401k match.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Leverage contemporary selling strategies to identify and acquire new business and then build a new opportunity pipeline.
- Develop and maintain a comprehensive understanding of the company’s product lines through periodicals, trade journals, newsletters, internal sources, and any other viable source of such information.
- Develop a deep understanding of the customer’s business and growth objectives. Address customers’ needs by aligning value-based solutions with the customer’s objectives.
- Identify prospective customers through resources including but not limited to e-sources, business directories, industry ads, trade shows and publications, websites, and other viable sources for potential sales leads.
- Compile and maintain a database of current and prospective customers through Rapid’s CRM system.
- Meet and exceed assigned targets.

REQUIREMENTS:

- High school diploma or general education degree (GED), preferably an associate's or bachelor's degree
- Minimum of 4 years of related work experience and/or equivalent combination of both
- Strong interest in packaging, equipment, end of line automation.
- Solution oriented. Looks to create value for customer from innovation
- Proven track record of successful sales accomplishments, strong desire to hunt and win new business and customers
- Assertive in selling actions but performs with highest integrity every day.
- Excellent interpersonal communication skills in oral and written format.
- Technical aptitude. Has the ability to work in a team environment and communicate directly to customers
- Exposure to computer software such as Microsoft Office, accounting, purchasing, manifest, or plant data collection is preferred
- Above average ability to accurately calculate ratios, percentages, and mathematical computations
- Highly motivated, self-starter who works well independently
- Travel – 25% of time.

APPLICATION INSTRUCTIONS

Please submit resume and salary requirements to hrmanager@rapidpackaging.com.

We are an Equal Opportunity Employer and do not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, and basis of disability, or any other federal, state, or local protected class.