

Well established Chattanooga - Tennessee company wishes to add a person in their packaging machinery division for project management and technical machinery sales. Position will be based out of Chattanooga it's headquarters.

RESPONSIBILITIES

1. Present, promote and sell products/services using solid arguments to existing and prospective customers.
2. You will receive informal training at various factories in order to support existing sales in project management and eventually be responsible for new sales and cold calling.
3. Establish, develop and maintain positive business and customer relationships.
4. Involved in developing customer quotations and sales presentations using modern tools such as PowerPoint. Must have good computer skills.
5. Expedite the resolution of customer problems and complaints to maximize satisfaction.
6. Develop and or keep up with sales and activity reporting for various accounts.

REQUIREMENTS

1. Person must hold a degree in mechanical or electrical engineering.
2. Candidate must be willing to travel international and domestically.
3. Must have excellent knowledge of MS Office and Auto-Cad.
4. Be willing to spend some extended time in certain factories located in Germany for training on certain equipment types and accompanying customers for machinery and tool approvals.
5. Must have the ability to create and deliver presentations tailored to the audience/customer's needs.
6. Excellent selling, communication and negotiation skills.
7. Prioritizing, time management and organizational skills.
8. Relationship management skills and openness to feedback.

<u>Position:</u>	Technical Sales
<u>Salary:</u>	Starting Salary 35,000.00/Year plus signing bonus/Annual Evaluations
<u>Commissions:</u>	Company will pay sales commissions for packaging equipment sales
<u>Auto:</u>	Company will lease an automobile and provide a fuel plan including maintenance and insurance
<u>Office:</u>	Company will provide adequate office space at it's office in Chattanooga and supply all computer and office equipment
<u>Expenses:</u>	Company will absorb normal expenses associated with sales, travel and entertainment, etc.
<u>Benefits:</u>	You will be eligible for benefits at the 1st of the month following the end of a 90 day probationary period. The Company benefits package is available for a nominal weekly charge of app. \$30.00/week. It includes the following benefits -

Group Health Insurance: Company is currently enrolled in United Health Care insurance plan for comprehensive healthcare. You will be able to select individual or dependent coverage when you enroll. Individual coverage is paid by the company – dependent coverage is paid by the employee.

Term Life Insurance: Group term life is set at \$250,000 for you.

Short Term Disability: Covered employees receive a disability benefit equal to 60% of their gross weekly salary when they are disabled due to accident, illness or pregnancy and are under the care of a physician.

Long Term Disability: Covered employees receive a disability benefit equal to 60% of their salary up to a maximum of \$6,000

401(K) Matching Profit Sharing Pension Plan: Eligible after one year of service as governed by the IRS - the Company matching contribution is discretionary based on annual profits.

Vacation: One week (waive probation period) + 1 additional day for each year of employment, maximum 3 weeks.

Holidays: Eight paid holidays (waive probation period)

Other Benefits: The Company also has a host of other benefits which include membership in the TVA Credit Union, Training seminars, Company parties and other special events. Voluntary benefits include dental insurance, life insurance, accident and injury insurance, etc.

Conditions: This offer is pending the successful completion and passing of a chain of custody drug screen test (required of all employees as a pre-employment condition).

Company maintains a smoke free environment.

Company agrees to provide all necessary support for this position in the form of equipment and processes that might not be available at the time of this agreement.

Contact:

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