



191 John Street. Barrie, ON. L4N 2L4



416-287-6848 | 1-800-461-4479

705-737-1023 | F 705-737-5579



www.moorepackaging.com

Account Manager – Moore Packaging Corporation

Full-time

Barrie, ON, CANADA

Who We Are

Moore Packaging Corporation is the largest independent, non-integrated, corrugated manufacturer in Ontario. Located in Barrie, Ontario, we have dedicated over 40 years to creating and providing quality corrugated products, point of purchase displays, folding cartons, wood pallets and crates. Through fearless innovation and a commitment to customer service excellence we partner with our customers to provide cost effective packaging solutions.

The Position

We are currently seeking a highly motivated and goal-oriented **Account Manager** for Southwestern Ontario Region to join our Sales team.

Reporting to the Director of Sales, you will be responsible for maintaining and growing an existing account base with a focus on achieving and exceeding sales set targets. As a self starter, with a passion for driving sales, you will also be responsible to prospect new business.

What We Offer

As part of a motivated and engaged Sales team, we offer a competitive compensation plan including base salary, commission, health and dental plan. Additional benefits include company cell phone, gas card, and vehicle allowance.

Key Responsibilities:

- Develop lasting, professional relationships built on credibility, excellent customer service, sense of urgency and responsiveness;
- Increase sales of Moore Corrugated Packaging products to accounts within your assigned area;
- Prospect new client opportunities or market channels based on experience and trend research;
- Work with Client Service Representative(s) to facilitate order flow and problem solve to ensure order fulfillment based on company and customer targets;
- Work creatively and collaboratively with a design team using product knowledge to develop and sell design-based packaging solutions that meet the client's business needs;
- Forecast and analyze sales data/account metrics.

Skills and Qualifications:

- Post-Secondary education or equivalent experience in a Business or Sales related field;
- Minimum of 1 year of business-to-business outside sales experience, preferably in a packaging solutions environment;
- Ability to speak confidently with customers on a technical level to understand their business needs and present product options;
- Proven ability to influence, negotiate and close business deals;





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- Self-managed, organized, and flexible with schedule to meet customer needs;
- Proficient in Microsoft Office applications (Word, Excel, Powerpoint, Outlook);
- Excellent communication, time-management and inter-personal skills;
- Self-starter, driven to be the best, and have a can do, ambitious attitude;
- A clean driver abstract, valid driver's license and reliable transportation are conditions of employment in this role.

Moore Packaging is an equal opportunity employer and is committed to providing employment accommodation in accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act. If you require accommodation to apply or if selected to participate in an assessment process, please advise Human Resources.

We would like to thank all candidates for their interest in this opportunity. Only those applicants selected for an interview will be contacted.

Please reply with resume and covering letter to: careers@moorepackaging.com