



Rapid Packaging – Business Development Manager

Job Title: Business Development Manager

Department: Sales

Location: Champlin, MN 55316

Position Type: Full-time

Rapid Packaging has an exciting new opportunity for a seasoned Business Development Manager to join our dynamic sales team! 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.

Rapid Packaging is a customer-focused, growth-oriented company 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” company three years in a row! Rapid Packaging specializes in helping customers discover and realize hidden profits through innovation and automation. We are recognized as the single source provider of packaging products and automation equipment, bulk bags, commercial packaging bags and flour sack towels.

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 can 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. If you are looking for a place to grow your sales career for the long haul, consider joining us at Rapid Packaging!

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.
- Develop and maintain a comprehensive understanding of the industry, product and market knowledge, and trends through seminars, workshops, formal education, or other forms of training, reading and self-study.

- 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.
- Travel for the purpose of soliciting orders, sharing new product information, identifying product requirements and other needs of current and prospective customers, and developing and maintaining long-term relationships with these contacts.
- 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

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.