

## **Adalis Territory Manager - Southeast**

Adalis is a global packaging solutions provider, offering packaging engineering and supply chain solutions, package reinforcement and opening technologies to customers around the world. Our collaborative, engaging culture encourages employees to contribute at the highest level, making Adalis a great place to work!

We are looking for individuals who can sell value, execute a disciplined sales process, and deliver the close on profitable business. Are you a person who thrives on change, gets excited about helping solve customers' problems in a team environment, uses the power of computing to analyze data to make decisions, and can form relationships at all levels of an organization? If so, consider a great sales opportunity with Adalis.

The Territory Manager position is expected to grow and retain Adalis' market share and customer base in key market segments while achieving profit sales targets. The territory for this position is the Southeast United States.

### **What you will do:**

- The Territory Manager position is expected to grow and retain Adalis' market share and customer base in key market segments while achieving profit sales targets. The territory for this position is the Southeast United States.
- Are accountable for customers viewing Adalis as a partner in providing professional sales representation and excellent customer service.
- Must possess the business savvy to influence and gain alignment with both external and internal senior level key decision makers as well as all levels of the organization.
- Acts as a consultant to the client group in order to develop an understanding of the client's competition, industry trends, and market forces affecting the business and product needs.
- Develop long-term relationships with sales and design staff at accounts by providing sales and design assistance, training and motivation to ensure they utilize our products and concepts as an integral part of their offerings.
- Is responsible for implementing pricing strategies.
- Effectively exploring alternatives to reach outcomes that gain customer support and acceptance.
- Troubleshoot equipment and product issues with the customer to ensure proper usage.
- Provide field technical assistance during new customer start up operations.
- Help customers select the appropriate products for various applications. Train customers on the proper safe and effective use of equipment and product.
- Help customers establish performance standards and test methods.
- Position requires travel 80%+

### **What you will need:**

- Ability to sell value, execute a disciplined sales process, and deliver the close on profitable business.

- Excited about helping solve customers' problems in a team environment, uses the power of computing to analyze data to make decisions, and can form relationships at all levels of an organization.
- 4 year college degree preferred, with a preference for technical/mechanical or marketing (or equivalent experience).
- 5-7 years of successfully proven sales experience in the packaging industry. Marketing and customer service experience also valued along with 2 of 3 years of meeting or exceeding sales goals.
- Demonstrated experience in sales and prospecting.
- Excellent verbal and written communication skills.
- Management of large accounts/sell at high levels within organizations.
- Proven experience & ability to work independently as well as in team environment.
- Computer savvy, to include use of Excel, internet based software and CRM, as well as email.
- Well organized, process and data driven, producing accurate and timely reports, completion of expense submissions, etc.
- Must have a valid driver's license and be willing to travel 80%+.
- Ability to lift and carry up to 50 lbs.

*Attributes should include:*

- Responsive to Change: Adapts quickly to changing circumstances
- Individually Accountable for Results: Willingly assumes ownership for activities to facilitate forward movement.
- Model Collaboration and Commitment: Focuses on team success before individual success.
- Focus on Customers: Creates an experience for customers - delights customers by providing exceptional value and service.
- Demonstrates Operational Excellence: Continually looks for new and better ways to get things done.
- Demonstrates effective Self-Management: Values guidance while assuming responsibility for own development.

*Physical Environment:*

- Will be dealing with high speed machinery and chemicals both in our organization and those of customers.

**Interested in Joining our Team?**

Adalis is a wholly-owned subsidiary of H.B. Fuller Company. H.B. Fuller offers an excellent benefit package including health & welfare, 401(k), wellness incentives, education reimbursement, life insurance and more.

Apply on-line at: <https://hbf.ats.hrsmart.com/cgi-bin/a/highlightjob.cgi?jobid=985>

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