

**WESTERN PULP PRODUCTS COMPANY**

Post Office Box 968
Corvallis, Oregon 97339

tel: (541) 757-1151
fax: (541) 757-8613

westernpulp.com

Sales Representative

Western Pulp Products Company

Corvallis, OR

Position and Company Overview

For decades, Western Pulp Products Co. (www.westernpulp.com) has been at the forefront of the molded paper fiber industry. As design innovators in the industry, our products satisfy the demands of a diverse range of industries. Our goal is to provide creative, practical designs that offer real solutions for the needs of our customers' businesses, their markets, and their bottom line.

Our Corvallis Oregon headquarters has an immediate need for an experienced Sales Representative. The ideal candidate will have some familiarity with the Horticulture industry, be a self-starter and have a can-do attitude. They will be responsible for sales of Western's diverse product segments—nursery containers, packaging, direct to consumer bottle and jar shippers.

This is a multiple task, deadline-based environment with a requirement for timeliness and accuracy, therefore flexibility is necessary to manage multiple projects and re-evaluate changing priorities quickly and efficiently. The desire and ability to work well with others is also important in Western's team-oriented environment.

Essential Duties and Responsibilities

- Manage day to day efforts in promoting and selling Western's nursery, packaging, and direct to consumer product lines.
- Manage telemarketing, travel, territory coverage, and routing efficiently. Use e-mail, video conferencing, telephone contact, and account management software (Outlook) to keep Western management informed of activities.
- Regularly brief Western's Sales and Marketing Manager on sales efforts and activities.
- Identify new customers and opportunities for Western's diverse product lines.
- Work with Western's authorized distributors, as well as direct customers, and end-users. Activities include promoting Western's products, making product selection recommendations during field visits, and ensuring customer satisfaction.
- The ability to conduct product training sessions both one-on-one and in group settings.
- When not immediately engaged in traveling in the field, maintain regular office hours at Western's Corvallis headquarters.
- Interface with Western's production, customer service, distribution, and marketing staff, in a team approach.
- The ability to appropriately deal with stressful situations and conflict resolution.
- Trade Show participation, including multi-overnight and out of state travel including parts of Canada.
- Represent Western membership in industry associations.

Qualifications

- Four-year degree or equivalent experience in Business, Packaging Science, Horticulture, Agriculture, Botany, Biology, or five years of related experience or equivalent combination of education and experience.
- Minimum of 3-5 years' work experience in a related production, technical, or sales position.
- Working knowledge of the nursery or packaging is preferred.
- Effective written and verbal communication skills with the ability to communicate with and influence all levels within the company.
- Exceptional customer service skills and the ability to represent the company in a positive and professional manner.

- Proficiency with Microsoft Office products; Excel, Outlook, Teams and Word.
- Highly organized and detail-oriented; must be able to work independently and effectively manage multiple deadlines with changing priorities.
- A hands-on, proactive approach and a demonstrated ability to successfully resolve conflict.
- The ability to work well with others in a team environment.
- Ability to maintain confidentiality.
- Operation of a Company vehicle is an essential function of the position; therefore, candidates must possess a valid driver's license and satisfy the requirements of Western's Vehicle Usage policy.

Physical Demands

- Ability to sit for extended periods in an office setting.
- Ability to understand speech and speak clearly.
- Ability to frequently use a keyboard, mouse, telephone, and other office equipment
- Required to work an 8-hour office shift, M-F; requires occasional overtime on weekdays or work on weekends.
- Routinely work on tasks that include the use of hands and arms.
- Good close vision, distance vision, and depth perception.
- Occasionally lift and/or move up to 20 lbs.
- Ability to occasionally stoop, kneel, crouch, crawl, and reach.
- Approximately 50%-60% domestic and Canada travel (8-10 nights per month), including some weekend travel.

Employment

Western complies with all employment laws and hires and promotes without unlawful regard to race, color, sex, national origin, religion, marital status, prior industrial injury, or mental or physical disabilities unrelated to job performance.

The above declarations are not intended to be a comprehensive list of the duties and responsibilities that are required of the employee for this position. It is intended only as a general description of the duties and responsibilities of the position. The duties and responsibilities may change at any time with or without notice.

Benefits

- Group Health Insurance
- Voluntary Group Dental Insurance
- Voluntary Group Vision Insurance
- Section 125 Flexible Spending Account Plan
- 401(k) Plan
- Voluntary Short-Term Disability
- Voluntary Life and AD&D Insurance
- Paid Sick Time
- Paid Vacation
- Paid Holidays
- Personal Company Vehicle
- Company Cell Phone
- Relocation Assistance