

SALES & MARKETING MANAGER

Are you an energetic self-starter who is interested in taking full responsibility for all aspects of the marketing and sales function for a small, growing manufacturer? Do you want to join a leadership team and have the ability to play a vital role in the achievement of the goals and objectives of the business? Are you a take charge kind of person who likes challenging but meaningful work? Do you get excited about the opportunity to use your education, experience, and creativity to develop this new function in our firm? Have you had successful direct sales experience and have confidence in your abilities to control what you earn? Are you a professional, quality-minded, and principle focused individual that is looking for a company that shares the same values?

Michigan Polymer Reclaim, Inc. is a regional leader in the business of recycling plastics. We operate a full-service industrial facility in St. Johns, MI with granulation, washing and extrusion manufacturing equipment lines that turn plastic scrap into valuable plastic resin. This full-time position is responsible for performing top-level, highly diversified duties to develop, implement, and manage marketing and sales functions in our firm. In this new position, you will have the opportunity to help facilitate the next level of growth for MPR. This position includes direct selling and commission-based pay (with a guaranteed base salary).

RESPONSIBILITIES / DUTIES

- Developing marketing and sales strategies for both existing services and products
- Conducting market research and identifying potential new markets, new services, & new products
- Planning and managing marketing campaigns
- Contacting existing customers to confirm service/product delivery and to look for new opportunities
- Identifying prospective customers, lead generation and conversion
- Prospect & cold call new business
- Emphasizing the features of services and products to highlight how they solve customer problems
- Negotiating pricing and terms and preparing sales agreements
- Developing and maintaining customer database
- Preparing and presenting cost-benefit and needs analysis to existing / potential customers
- Achieving agreed upon sales targets and outcomes within scheduled timeframes
- Supplying management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services and daily updates of the CRM system
- Attending industry trade shows to identify potential sales leads and make meaningful contact with both existing and prospective customers

PHYSICAL ABILITY REQUIREMENTS

- Can be either primarily remote or in-person work if desired
- Will be expected to complete some office work using a P.C.
- Must have the ability to travel for in-person meetings as required

OUR IDEAL PERSON WILL HAVE THE FOLLOWING CHARACTERISTICS, SKILLS, EXPERIENCE and KNOWLEDGE

- Bachelors degree in Business or Engineering required
- Knowledge of plastics required, with specific knowledge of plastics recycling preferred
- Knowledge of marketing-related business practices
- Driven by the principles of proactivity, synergy, honesty and effective communication
- Goal oriented – both personally and professionally
- Highly motivated and target driven with a proven track record in sales
- Strong logical and problem-solving skills
- Preference for working independently with minimal supervision
- Negotiation skills, interpersonal skills, and the ability to work with a wide variety of people to build relationships and a network
- Confidence and strong self-assuredness to succeed in cold calling customers and closing sales
- Familiarity with BRM and CRM practices along with the ability to build productive, professional business relationships
- An expert in prioritizing, time management, and organizational skills
- Ability to create and deliver presentations tailored to the needs of a target audience
- Basic computer skills – knowledge of MS Office products

COMPENSATION

- Very competitive base compensation of at least \$70,000 annually. We'll pay the right amount for the right person depending upon characteristics, skills, experience, and knowledge.
- Commission on new sales generated
- Mileage reimbursement
- Family coverage for Health, Vision and Dental insurance
- Life, AD&D and Long-term disability insurance
- 401(k) Plan with up to 4% dollar for dollar company match
- Vacation and Holiday pay
- Team environment and much more

To apply, either email your current Resume' and Salary Requirements to recycle@visitmpr.com or drop them off in person at:

Michigan Polymer Reclaim, Inc.
107 E. Walker Road

(NW corner of Walker Road and Zeeb Drive)
St. Johns, MI 48878