

Outside Sales Representative

BMS is looking for an upbeat, focused and well-organized individual to join the Sales team selling products to the Plastic Molding and Mold Building Industries.

Responsibilities:

- Develop new accounts and manage established accounts.
- Develop timely sales/account plans and forecasts.
- Grow sales of BMS products by exceeding customers requirements.
- Achieve budgeted sales objectives.
- Work with inside sales members to collectively service the customer.
- Resolve customer complaints, establish and maintain competitive pricing, assist with order entry and expediting as required.

Recommended Qualifications:

- Product knowledge in plastic mold building or plastic processing equipment required.
- Ability to call on upper management at key accounts. (Presentation skills)
- Minimum 2 years outside sales experience and proven track record of achieving and exceeding sales goals.
- Strong negotiation and interpersonal skills.
- Ability to travel throughout assigned territory.
- Solid PC skills with experience using CRM software.

BMS offers a competitive salary and commissions, medical, 401k and profit sharing plan.

Bring your skills to BMS and team up with an industry leader today.

BMS is an Equal Opportunity Employer. Please send resume to:

BMS
HR Dept.
1061 Industrial Parkway
Medina, Ohio 44256

or fax to: 330-725-2723.



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