



ISO 9001:2015 CERTIFIED
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Outside Sales Representative

Reports to: President and General Manager

Schedule: Full-time | Monday through Friday

POSITION DESCRIPTION

The Outside Sales Representative is responsible for developing relationships with customers and growing accounts in an assigned territory through the promotion and selling of the company's products to customers. This position requires exercising independent judgement to perform the responsibilities described herein and does require weekly travel.

RESPONSIBILITIES

- Routine sales travel to visit new and existing customers and attend relevant meetings
- Identify and properly qualify new business opportunities using available resources
- Conduct market and industry research relative to the company's products offered
- Provide customer support by responding to customer inquiries and requests
- Partner with current customers to determine current needs and generate additional sales
- Work closely with the President and General Manager to develop an effective sales strategy & recognize and promote sales opportunities
- Identify opportunities to improve sales performance
- Ensure customer databases are current and updated with accurate customer information
- Routinely pull and reference reports for additional sales opportunities
- Keep management team members informed of all relevant activity
- Any other duties as assigned by management

PREFERRED QUALIFICATIONS

- Prior experience in outside sales
- Prior product sales experience in a manufacturing environment
- Prior thermoforming experience preferred but not required
- Ability to assist customers with design suggestions
- Excellent verbal and written communication skills
- Ability to work independently with little supervision
- Ability to set goals daily/weekly/monthly
- Ability to travel approximately 80%
- Proficient computer skills working with Outlook, Word, Excel and PowerPoint

PREFERRED ATTRIBUTES

- Team player with a positive, flexible, willing attitude. Driven to succeed and achieve business objectives.
- Ability to track and recall important tasks. Comfortable with change. STRONG multitasker.
- Effective troubleshooter. Proactive in utilizing resources and seeking assistance.
- Responsible self-starter. Take pride and ownership of success and failures.
- Ability to perform under pressure. Natural sense of urgency. Thrives in a fast-paced environment.
- Strong interpersonal skills. Builds rapport and trust with team.
- Excellent organizational skills and attention to detail
- Efficient time management skills



Outside Sales Representative

PHYSICAL REQUIREMENTS

(N = Never; O = Occasionally; F = Frequently; C = Continuously)

ACTIVITY	N	O	F	C	ACTIVITY	N	O	F	C
Bending		X			Lift/Carry				
Sitting			X		< 25 lbs		X		
Standing			X		26 to 50 lbs		X		
Walking			X		51 to 75 lbs	X			
Squatting	X				76 to 100 lbs	X			
Kneeling	X				> 100 lbs	X			
Crawling	X				Push/Pull				
Climbing/Balancing	X				< 25 lbs		X		
Gripping/Grasping			X		26 to 50 lbs	X			
Reaching Overhead	X				51 to 75 lbs	X			
Reaching at/below shoulder	X				76 to 100 lbs	X			
Stooping/Twisting	X				> 100 lbs	X			
Foot Controls	X				Working at an elevated height	X			
Keyboarding			X		Walk/stand on uneven ground	X			
Use of hand and/or power tools	X				Exposure to dust/fumes	X			
Subject to excessive noise		X			Exposure to bio hazards	X			
Subject to extreme temperatures		X			Exposure to confined spaces	X			

ABOUT LETOURNEAU PLASTICS, INC.

LeTourneau Plastics, Inc. has been a pioneer in custom vacuum thermoforming of plastic components for nearly 50 years. Using virtually 80% recycled material, the company specializes in producing and assembling high quality cosmetic parts for a wide variety of industries within the United States and internationally; transportation, aviation, agriculture, food service, lawn and garden, recreation, health care, marine, etc. The company also assists in the design of parts to reduce tooling expense and minimize cost for customers. The 152,000-sq.ft. facility in Oconto, Wisconsin includes two manufacturing plants, warehousing, office space, pattern and tooling shop with six milling centers, 13 forming machines, two 3-axis CNC routers, and nine 5-axis CNC routers. As a third-generation-owned company, success and consistent growth has developed from a commitment to building enduring relationships with customers and surrounding communities.