

# Outside Sales Representative (Full Time) - Chicago, IL

at A&C Plastics ([View all jobs](#))

Accepting resumes online only:

[https://www.acplasticsinc.com/pages/employment?gh\\_jid=5987941002](https://www.acplasticsinc.com/pages/employment?gh_jid=5987941002)

**A&C Plastics is seeking a full-time, experienced Outside Sales Representative in the Greater Chicago area.**

*A&C Plastics is a values-based plastic distributor that has been in business for over 49 years. We are looking for a smart and success driven Outside Sales Representative to help us continue to grow. Our ideal candidate is a professional, outgoing person who has an entrepreneurial mindset. Are you personable? A good communicator? A problem solver? If these traits sound like you, our Sales Professional Program is a great place to continue your sales career. We would love to start the conversation today so please apply.*

**HOURS:** Monday - Friday

**COMPENSATION:** Base Salary: \$60,000 per year plus Commissions

**Car allowance:** \$6000 per year; paid bi-weekly

**Cell phone allowance:** \$1200 per year; paid bi-weekly

**BENEFITS INCLUDE:**

- Paid Time Off & Holiday Pay (after completing 90-day probationary period)
- Paid Sick Time Off (5 days per year; no probationary period)
- 401K Plan - up to 4% employer match
- Profit-Sharing
- Health, Dental, Vision Insurance
- Long-term disability offered
- Company Paid Life Insurance
- Employee Purchase Discounts
- Potential for Career Growth (we look to promote from within first)
- Ministry/volunteer time off: Paid 3 days per year so you can volunteer for your favorite charity or non-profit
- Working with amazing people in a culture where we recognize each other's wins and celebrate together often with monthly lunches

**WHAT WINNING LOOKS LIKE:**

- New Business Development
- Territory Growth
- Prospecting for New Business
- Networking for New Business
- Hunter Sales / Negotiation
- Account Growth / Management
- Increase sales and distribution with existing and new accounts

- Successfully introduce new products and work with current and prospective customers to meet desired sales and service needs
- Process product orders and maintain frequent contact with accounts
- Accountable to achieve sales revenue, volume, and distribution objectives in assigned territory
- Circulates among potential customers or travels by automobile to sell products
- Explains products and prices and demonstrates use of products

#### **SKILLS/ REQUIREMENTS:**

- **Bachelor's degree preferred with a minimum of two year's related work experience;** or equivalent combination of education and experience in plastic sales and distribution.
- **A minimum of three years field experience in sales or territory management.** Knowledge of Plastics and Industrial Distribution experience is helpful and preferred.
- ***MUST Reside in the Greater Chicago area.***
- ***Ability to travel in your own vehicle up to 80% of the time on weekdays, every other week.***
- ***On alternate weeks, MUST be able to travel out of state (by air) up to 4 days at a time every other week, to accounts within your territory.***
  - *Your territory will consist of a minimum of 15 US states.*
  - *You will be issued a company credit card for incidentals and all travel (air, hotel, rental car) will be paid for by the company.*
- **Basic computer skills.** Working knowledge of Microsoft Office. Proficient in P21 or similar ERP system.
- **MUST** have a Valid Driver's License
- Self-motivated team player
- Professional phone etiquette and customer service skills
- Outgoing personality and ability to grow and maintain relationships

***Both drug screen and background check will be conducted.***