



Graphic Composition is a family-owned, growing company that has been deemed an essential business. We have been a part of the Fox Valley for over 70 years. On-going updated technologies and delivering excellence has transitioned us into a modern printing and graphic arts firm.

Position Objective / Summary: Flexographic Account Executive

We are seeking an experienced Flexographic Account Executive to join our growing sales team. As an energized and successful sales representative, you will be responsible for developing relationships within medium and large consumer products companies to create custom, value-added packaging and label solutions.

Essential Duties & Responsibilities:

- Build a packaging and label market share with medium and large consumer product companies.
- Cultivate prospects and opportunities to grow your own territory from the bottom up.
- Develop a sufficient number of high potential prospects to generate long-term sales growth. Sell and promote packaging and label products and value-added services to meet or exceed both short term and long-term goals.
- Demonstrate business and financial acumen to effectively execute packaging sales strategies and generate a level of profitability that meets or exceeds business and segment goals.
- Collaborate with customer service and sales support resources to provide customer proposals and quotations focused on generating business and market growth potential.
- Coordinate and conduct sales presentations to individuals and client groups, independently and collaboratively with technical, and product development teams.
- Partner with internal teams in developing forecast, budget, and month end presentations to support key financial business objectives.
- Participate in projects and cross-functional project teams focused on improving business financial performance.

Knowledge, Skills, Abilities:

- Proven sales background with sales experience in the packaging and label industry.
- Processes such as shrink sleeves, pressure-sensitive and unsupported films must be understood.
- Strong interpersonal and communication (written and verbal) skills and the ability to build key relationships with team members across the organization
- Demonstrated ability in taking ownership of responsibilities and executing them to meet business needs and deliverables.
- Aptitude to work independently, successfully manage accounts, work under pressure, and adapt to changes in the work environment is essential.
- Ability to multi-task & prioritize work, while maintaining attention to detail is critical.
- Driven, proactive, self-starter who wants to win!
- Offset printing and digital printing knowledge are a plus.

Graphic Composition offers competitive wages (salary + commission) and excellent benefits which include health, dental, disability, life insurance, and 401(K) plan with company match.