
We are
hiring



Job Announcement

About Pearson Packaging System

Grow alongside Pearson, as we disrupt the packaging industry with innovative ways of solving our customers' automation needs. Challenge the status quo, apply new ways of thinking and help us dominate the secondary packaging automation market.

With our portfolio of case erectors, robotic top-loaders, sealers and robotic palletizers, Pearson Packaging Systems helps a diverse set of high-volume manufacturers and distributors in the food, beverage, personal care, household and industrial chemical, pharma and distribution industries overcome labor cost and supply, safety, quality and throughput challenges. Since our inception, nearly 70 years ago we have deployed over 23,000 machines.

To be able to deliver on our promise to our customers, maintain our values of integrity, service, and continuous improvement, and sustain growth rates above industry expectations, we look for people who care – care to make a difference and go the extra mile to exceed customer expectations, both internally and externally.

Regional Sales

Salary Range: 140K TTC 224K

Your role with us:

As a Regional sales Manager for Pearson Packaging Systems, you will lead and execute a sales strategy to deliver automated solutions to fortune 500 companies in the following States MN, WI, SD, ND, NE, KS, IA, MO.

Does this sound like you?

You are competitive and love to win. You achieve assigned targets and get excited when you can beat the competition. You want to increase your annual comp, and are motivated by a compensation plan that has no cap.

You like to solve problems for customers. Coming out of the pandemic you see an opportunity to capitalize on selling automation which will reduce labor costs, improve efficiencies, and solve the problems which keep our customers up at night.



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You are effective at building relationships to accelerate growth. You have a proven track record of year over year increase in quota attainment and customer retention. You know how to build relationships with internal team members who can help you hit targets.

You can navigate through change. You see change as an opportunity to improve rather than an obstacle to overcome.

You can craft a Sales Story that makes others want to buy from you. You are a proven storyteller with winning results in the sale of an industrial product.

How you will contribute to our growth:

- Develop new accounts, and manage all aspects of sales activities, including territory planning, prospecting, presentations, proposals, contract negotiations and closing.
- Meet assigned unit and dollar volume targets by effectively selling Pearson's entire range of products and services within an assigned geographic territory.
- Maintain an accurate sales forecast and log all sales-related activities and events into sales database on a daily basis.
- Adhere to the Pearson Packaging Systems sales methodology, follow all established policies and procedures and demonstrate a high level of proficiency with all sales tools that are provided.

What you will need to succeed:

- Bachelor's Degree required.
- 5- 10 years of experience in direct sales in a Business-to-Business Industrial sales environment.
- Demonstrated ability to utilize consultative selling strategies and tactics in a technical sales environment.
- Demonstrated track record of meeting aggressive sales objectives

What we offer you:

- Competitive industry compensation with accelerators when you exceed quota.
- Our PPO Health Plan that offers low employee premiums; Pearson pays for over 90% of healthcare costs for individuals and over 80% for dependents
- Flexible Spending Accounts; Use tax-free money to pay for eligible healthcare or childcare costs
- A company-sponsored EAP program; Get free guidance counseling, legal advice and discounts on legal appointments, Medicare/Medicaid advice, and more.



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- Company-sponsored life insurance with the option for additional voluntary life insurance
- Career advancement opportunities within Pearson and expert training in a skill set for which the sky is the limit.
- Time and time again, we have been recognized amongst the most progressive workplaces in our industry.
- 401K & Matching Contributions.
- Tuition reimbursement program.

Ready to join us?

Email your resume and letter of interest to Jobs@PearsonPKG.com

