



## A CAREER IS FINDING JUST THE RIGHT PATH FOR YOU FROM AMONG MANY OPTIONS.

You are important to us. The cornerstone of our success is from the creativity and motivation of our approximately 2,400 employees worldwide at 73 locations. Storopack is a global leader/specialist in developing and producing protective packaging and technical molded parts. We encourage our employees to be decisive even in challenging situations by empowering them to make a difference helping the company grow positively and profitably.

We are looking to recruit a flexible and team-oriented Sales Territory Manager for presenting Storopack products and services that meet the packaging needs of our customers in the **Kolkata** area. This position is available for an immediate start.

### SALES TERRITORY MANAGER

#### YOUR SKILLS:

- ▶ Bachelor's degree in Business, Engineering, or a related field
- ▶ 5-10 years of B2B sales experience
- ▶ Preferably in protective packaging, industrial products, or automation solutions
- ▶ Proven track record in solution selling, key account management, and managing territory-level P&L or margin responsibility within industrial, e-commerce, automotive, electronics, pharma, or manufacturing segments
- ▶ Strong consultative selling and negotiation skills
- ▶ Commercial acumen focused on profitability (not just volume)
- ▶ Excellent communication and presentation abilities
- ▶ Ability to work independently across large territories
- ▶ CRM proficiency and data-driven decision-making
- ▶ Relationship-building with procurement, operations, and decision-makers

#### WE OFFER:

Storopack will provide you with on-the-job training as well as continuous further education relating to your position. The job is varied and challenging and we are looking forward to welcoming a new staff member to the already existing, dynamic and dedicated team.

#### YOUR RESPONSIBILITIES:

- ▶ Drive revenue growth and market expansion for Storopack's protective packaging solutions in East-Kolkata territory
- ▶ Develop and manage strategic key accounts with long-term potential
- ▶ Conduct customer reviews for cost optimization and value-added solutions
- ▶ Propose customized protective packaging based on customer challenges
- ▶ Coordinate with technical/application/service teams for trials, installations, and optimization
- ▶ Position Storopack as a solutions partner
- ▶ On-site territory coverage and customer visits in East-Kolkata region
- ▶ Client meetings with procurement/operations/decision-makers
- ▶ Sales presentations, solution demonstrations, and negotiations
- ▶ Travel for new customer acquisition and key account management
- ▶ Independent field operations (reporting to Regional Sales Manager)
- ▶ CRM data entry, sales forecasting, and performance tracking
- ▶ Coordination with internal technical teams for product trials/installations

#### WE LOOK FORWARD TO RECEIVING YOUR APPLICATION:

Storopack India Pvt Ltd.

H.No. 3086, Gat No. 1157

Wadaki, Opp Dhava Mile Telephone Exchange, Saswad Road

Pune - 412308

Maharashtra, India

Phone: +919637512722 | [recruitment.india@storopack.com](mailto:recruitment.india@storopack.com) | [www.storopack.in](http://www.storopack.in)