

# United Kingdom Jobs Expertini®

## Packaging Sales Manager (National Role)

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Company: Fujifilm UK

Location: England

Category: other-general

The role: The Packaging Sales Manager role will be responsible for developing new sales opportunities for a broad product portfolio which includes Jet Press FP790; flexographic plates; Inkjet printheads and UV LED lamps and inks. The Packaging Sales Manager will maintain excellent relationships and explore opportunities for business growth with existing customers; support new and existing customers journey from analogue to digital; aimed at being the market leader in the packaging segment. The Company FUJIFILM's groundbreaking inkjet technologies are powering an increasing number of the industry's leading print production systems. In particular, the company's flagship products are transforming more and more print businesses across Europe and beyond, with all benefitting from class-leading performance. In addition to these innovations, we continue to develop new solutions to meet the demanding needs of commercial, wide format and packaging printers, and invest in a world class support infrastructure. Whether it is managing the flow of work through a production site with XMF or Packz Workflows, using Fujifilm's renowned SUPERIA Litho and Flenex Flexographic plate solutions, or taking advantage of the company's leading inkjet systems, an ever increasing number of printers know that an investment in an industry leading Fujifilm solution will set their business apart and give them a competitive edge.

Person Requirements:

- Sales professional with a proven business development and sales track record within the Packaging and Label printing industries.
- Established network/contacts within the Packaging and Label printing industries.
- Strong technical knowledge of the Packaging and Label printing industries, including customer drivers and competitor offerings.
- Driven to achieve targets and follow

up on all sales opportunities.· Excellent commercial acumen, coupled with strong negotiation skills.· Aptitude and willingness to learn new technologies.· Excellent presentation, communication and interpersonal skills· Ability to develop business contacts and relationships at all levels of an organisation· A collaborative team player who supports their colleagues and managers· Highly motivated and target driven, with a positive attitude & tenacity· Strong administration, planning and organisational skills.

· Full UK driving licence. Willingness to undertake national travel.

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