Work with the best and the brightest

Papermill Sales and Channel Specialist – Field Sales

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Full time
Posted 15 Days Ago
R01113934

Job Description:

Job Title
Papermill Sales and Channel Specialist – Field Sales

Collaborate with Innovative 3Mers Around the World
Choosing where to start and grow your career has a major impact on your professional and personal life, so it’s equally important you know that the company that you choose to work at, and its leaders, will support and guide
you. With a diversity of people, global locations, technologies and products, 3M is a place where you can collaborate with other curious, creative 3Mers.

This position provides an opportunity to transition from other private, public, government or military experience to a 3M career.

The Impact You’ll Make in this Role
As a Papermill Sales and Channel Specialist, you will have the opportunity to tap into your curiosity and collaborate with some of the most innovative and diverse people around the world. Here, you will make an impact by:

- Lead the development of new and existing channel partners in the papermill field, focused on the splicing tape portfolio of solutions while also developing opportunities at core end markets.
- Delivers accretive growth through collaboration with the 3M technical teams and sales management teams.
- Drives mind share across strategic splicing tape channel partners at all levels of the organization (C-Level, branch management and distributor sales reps)
- Drives key business strategies through the channel to deliver objectives for the splicing tape business
- Collaborating with teammates to continually develop new opportunities to grow 3M splicing tape market share in partnership with key distributors.
- Proactively presenting new solutions to regional and national channel partners to drive strong pipeline management
- Developing and implementing business plans and programs that increase market coverage and sales across broader regions
- Satisfying customer development planning, customer service expertise delivery, and contract / price management among other responsibilities

Company Vehicle
This position requires driving a company vehicle, which will require pre-employment and ongoing review of motor vehicle history for candidates who are offered and hired for this position.

Your Skills and Expertise
To set you up for success in this role from day one, 3M requires (at a minimum) the following qualifications:

- Bachelor’s degree or higher (completed and verified prior to start) from an accredited institution
- Seven (7) years of industrial field sales experience in a private, public, government or military environment
- Seven (7) years of field sales experience calling on the papermill market segment in a private, public, government or military environment
- Current, Valid Driver’s License

Additional qualifications that could help you succeed even further in this role include:

- Twelve (12) years of industrial field sales experience in a private, public, government or military environment
- Previous experience in a papermill production environment
- Computer skills including Microsoft suite of programs (Word, Excel, PowerPoint)
• Experience to work with CRM tools (Salesforce.com preferred)
• Strong sales/business acumen
• Strong selling skills
• Technical/Mechanical understanding of the paper making and converting processes
• Ability to use financial data to drive sales

Work location:

• Work Your Way Eligible (Employee choice to work remote, on site, or hybrid)

Travel: May include up to 50% domestic/international
Relocation Assistance: May be authorized

Must be legally authorized to work in country of employment without sponsorship for employment visa status (e.g., H1B status).

Supporting Your Well-being
3M offers many programs to help you live your best life – both physically and financially. To ensure competitive pay and benefits, 3M regularly benchmarks with other companies that are comparable in size and scope.

Chat with Max
For assistance with searching through our current job openings or for more information about all things 3M, visit Max, our virtual recruiting

Learn more about 3M’s creative solutions to the world’s problems at www.3M.com or on Twitter @3M.

Responsibilities of this position include that corporate policies, procedures and security standards are complied with while performing assigned duties.

Our approach to flexibility is called Work Your Way, which puts employees first and drives well-being in ways that enable 3M’s business and performance goals. You have flexibility in where and when work gets done. It all depends on where and when you can do your best work.

Pay & Benefits Overview: https://www.3m.com/3M/en_US/careers-us/working-at-3m/benefits/

3M is an equal opportunity employer. 3M will not discriminate against any applicant for employment on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or veteran status.

Please note: your application may not be considered if you do not provide your education and work history, either by: 1) uploading a resume, or 2) entering the information into the application fields directly.
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About Us

At 3M we apply science in collaborative ways to improve lives daily as our employees connect with customers all around the world. Learn more about 3M’s creative solutions to global challenges at www.3M.com or on Twitter @3M or @3MNews.

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