

PMP – a global provider of tissue, paper & board technology, has been supporting pulp and paper industry for over 160 years, executing projects on 6 continents, in 33 countries. Company with headquarters in Jelenia Góra, Poland, owns 6 facilities in 4 countries (Poland, USA, China, Italy).

Job opportunity: SENIOR Regional Sales USA

PMP Group Division: PMP Americas, Inc.

Location: Machesney Park, IL, USA

Job Title: Regional Sales USA

Reports To: Rocky Matuska

Type of Position:

- Full Time

Hours: 45/week

Travel Requirement:

100+ days/yr

International & Domestic

General Description

This position is for a Regional Sales position inside the PMP Group.

Job responsibilities include but are not limited to:

- Develop new sales leads
- Develop and prepare technical specifications
- Develop presentations and present them to customers for proposed equipment
- Communicate needs and requirements for both customer and internal departments
- Work with estimators to develop pricing for projects
- Work with applications engineers and proposal draftsman to prepare proposal drawings and machine specifications
- Work with vendors to obtain quotes for required equipment



- Networking with P&P industry to understand local trends and requirements
- Be available for project meetings after a sale is made. This could be on site at the customer's facility, teleconferences, or at PMP's facilities in Poland or China.

Work / Experience Requirements:

- Two or more years' experience with a sales position, preferably for capital equipment
- Proficient with Word, Excel, MS Project, Adobe Acrobat
- Able to read technical drawings
- Proactive and agile approach
- Paper industry experience preferred

Education Requirements:

- Engineering or technical degree preferred

We offer:

- An interesting job within P&P industry in a dynamically developing international company
- An empowering, multicultural, working environment
- Several training and social benefits opportunities
- Overseas travelling included
- Opportunity to collect wide sales and cultural experience

Contact person:

- Are you a dynamic and open-minded team player?

Send your application via our [application form](#) or contact Rocky Matuska directly (mobile: +1 815 988 6012 e-mail: rmatuska@pmpamericas.com).

