



Adalis North America Sales Manager

Adalis is a global packaging solutions provider, offering packaging engineering and supply chain solutions, package reinforcement and opening technologies to customers around the world. Our collaborative, engaging culture encourages employees to contribute at the highest level, making Adalis a great place to work!

The NA Sales Manager is accountable for leading the selling efforts to support maintenance of existing business, as well as expansion and profitable growth for the packaging market. This includes: account management, price execution, new business development, and growing new business accounts.

What you will do:

- Act as a member of the Adalis sales management team, including participation on the Adalis Global Collaboration Team (GCT) by working to develop and implement long and short-range Adalis sales strategies.
- Manage the NA packaging and Wood regions: maintain and develop core business, achieve sales targets, control expenses and obtain market share.
- Lead and coach the business development sales and technical team, who will have direct reporting line responsibilities, to deliver business results and upgrade/develop their skill sets.
- Actively work with the H.B. Fuller Geographic Sales Managers (GSMs) in a matrix organization to influence, lead and coach the Technical Sales team to deliver on their business results in alignment with the Adalis Corporate strategy and upgrade/develop their skill sets.
- Foster and drive the development and delivery of innovative solutions to customers.
- Work in a cross functional leadership team with Marketing and R&D to drive an innovation culture and ensure a consistent flow of Innovation ideas and Voice of Customer experiences are communicated within the organization.
- Actively manage the sales process to include delivery of the value propositions, utilization of sales tools, new business identification, pipeline management and new business closure.
- Make pricing proposals to Adalis Global Business Director and maintain pricing integrity for total product line sold by the team.
- Create and manage the annual NA Sales Team budget including sales, profitability, selling expenses and working capital.
- Position requires travel 75-80%

What you will need:

- Bachelor's Degree (Business, Technical, Marketing or Engineering)
- 7-10 years of industrial sales experience with prove new business development skills. Packaging or adhesive experience a plus.
- 2-3 years of direct sales leadership experience.
- Strong computer skills including MS office and CRM applications and other business analysis tools.

Desired skills:

- Able to create and sell value throughout an entire organization – both internally and externally.
- Strategic thinker with the ability to develop and execute a strategy, manage a budget, deliver on targets, gather and analyze data and make sound business decisions.
- Collaborative leader, who can train, manage, motivate and develop the sales force to maximize contribution.
- Capable of working at all levels of an organization and within matrixed organizational structure.
- Demonstrated technical know-how and general understanding of aligning technology through Customer requirements.
- Possess a broad understanding of business practices & financial statements.
- Strong personal desire to grow and progress within the organization.

Strategic Competencies:

- Accountability for Results
- Build and Lead Effective Teams
- Fosters Change and Innovation
- Creates Value for Customers
- Demonstrates Business Acumen and Business Agility

Physical Environment:

- Will be dealing with chemicals both in our organization and those of customers.

Interested in Joining our Team?

Adalis is a wholly-owned subsidiary of H.B. Fuller Company. H.B. Fuller offers an excellent benefit package including health & welfare, 401(k), wellness incentives, education reimbursement, life insurance and more.

Apply on-line at: <https://hbf.ats.hrsmart.com/cgi-bin/a/highlightjob.cgi?jobid=870>

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