

Sales Trainee

Menasha Corporation is all about possibilities. Our two businesses, Menasha Packaging and ORBIS Corporation, are leaders in their industries, providing corrugated and plastic packaging products and related services to major global companies.

Our employees make the difference, proving that great ideas, collaboration and quality turn possibilities into success. Working at Menasha Corporation means that your insights provide cutting-edge solutions for our customers. If you like to make things happen and are passionate about what you do, you're going to want to be here.

Join us and become part of the power behind possible.

About The Opportunity

Learn the packaging business and prepare for a future sales role through the Menasha Packaging Company Sales Trainee program. Designed to develop packaging sales professionals, this rotational training program provides hands-on learning across multiple functions of Menasha Packaging Company.

The Sales Trainee program is designed to provide mentorship, training, and guidance to early-career sales professionals. The position is a rotational program in Sales with the opportunity to work in multiple functions within Menasha Packaging Company.

Functions include design, manufacturing, operations, project management, customer service, and account management. The Sales Trainee will spend approximately eighteen months in the training program. Sales Trainees will spend time in key departments of our company, travel to various manufacturing and service facilities, and train with experienced Regional Account Managers and other subject matter experts.

Key Duties and Responsibilities:

- Work directly with mentors and subject matter experts, developing hands-on and technical experience.
- Support the team functions within each rotation.
- Build industry, professional, and technical knowledge by networking, attending company and industry events, and reviewing professional publications.

Additional Knowledge, Skills, and Abilities:

- A solid work history, preferably with relevant internship experience
- Exceptional communication, interpersonal, presentation, organizational, and planning skills
- Self-motivated/self-starter
- Ability to travel
- Ability to work collaboratively with all levels of the organization
- Availability outside of normal business hours
- Ability to lead by example
- Desire to learn; inquisitive and curious; continually seeking improvement

Education:

- Bachelor's Degree

Upon completion of training program, demonstrate understanding of Menasha Packaging selling processes, the manufacturing processes, typical customer applications, order processing and territory management, including strategic growth planning; ability to uphold exceptional customer service and responsiveness while providing unbiased supply chain solutions; ability to convey accurate information to current and potential customers.

Travel

Travel is required to support on site meeting activities, including overnight stays and extended work hours during meetings. Valid driver's license required/Motor Vehicle Report Required.

Two companies, one vision.

Menasha Corporation consists of two companies that are leading the way to a sustainable future with packaging and supply chain solutions. Founded in 1849 and headquartered in Neenah, Wisconsin, we employ over 7,500 employees in 112 facilities in North America and Europe.

Our companies are leading corrugated and plastic packaging manufacturers and supply chain solution providers. Our Menasha Packaging Company is the largest independent provider of packaging and supply chain service solutions in North America, designing, printing, and fulfilling graphic packaging, display and merchandising solutions for over 1,800 brands, both in-store and online.

The possibilities are endless. The power is yours! Come join us!