

ENTRY LEVEL SALES ASSOCIATE POSITION



Description:

Entry Level Sales Associate (ELSA): Week 1 – Week 10

The Entry Level Sales Associate will participate in an on-board program, based in Atlanta, that will include the following:

- Exposure to multiple aspects and functions within the GP Professional organization to include sales, marketing, category, segment, finance, and pricing
- Formalized training and development platforms
- Field trip to Green Bay for a tour of the GP Technical Center and Green Bay Paper Mill
- Entry Level Sales Associates will be responsible for delivering a specific business project developed by different business functions. Entry Level Sales Associates will work in teams to deliver project expectations and deliverables, meeting with project owner as needed

Reports To: Sr. Director Sales Force Effectiveness

Field Based Entry Level Sales Associate (FBELSA): Week 11 – Month 18

The Entry Level Sales Associate will be responsible for assisting their assigned district sales team in managing GP's commercial business. The Entry Level Sales Associate assists in developing and managing annual growth plans with strategic distributor customers, works with key end-users to create demand for GP lead products and supports local sales efforts of non-assigned Distributor Sales Reps (DSRs) through end-user activity within their primary segments of focus. Entry Level Sales Associate will have special projects that will contribute to the growth and expansion of the district's business.

Entry Level Sales Associate will participate in a 12 – 18 month on-boarding and formalized training and development calendar that will include the following training platforms:

- Product MOD
- SFE MOD I
- Counselor Sales Process MOD
- SFE MOD II
- Profit MOD
- Negotiating to Yes Training
- Presentation Skills Training
- Versatile Sales Person Training
- 5 Choices Training (Franklin Covey)

Reports to: District Sales Manager or District Sales Director with input from Sr. Director Sales Force Effectiveness

Georgia Pacific Sales Professional (GPSP): After Month 18

After the 12 – 18 month on-boarding and training and development platform the Entry Level Associate will be assigned to their territory sales role as a Georgia-Pacific Sales Professional (GPSP). The GPSP will be responsible for assisting their assigned district sales team in managing GP's commercial business. The GPSP assists in developing and managing annual growth plans with strategic distributor customers, works with key Strategic 200 end-users to create demand for GP lead products and supports local sales efforts of non-assigned Distributor Sales Reps (DSRs) through end-user activity within their primary segments of focus.

Reports to: District Sales Manager or District Sales Director

Basic Qualifications:

- Bachelor's degree is required
- A minimum core curriculum GPA of 3.0.
- Experience using the Microsoft Office Suite of Outlook, PowerPoint, Word and Excel.
- Valid US Driver's License.
- Willing and able to travel 20% of the time.
- Willingness to relocate to initial FBELSA position after 12 -18 months and then relocate to their designated territory as a GPSP after 18 months.

Knowledge-Skills-Abilities:

- Demonstrated ability to work independently against a variety of objectives using time management skills and project management skills.
- Strong communications skills including oral, written, presentation and active listening.
- Demonstrated ability to view problems, issues and needs, incorporating creative problem solving techniques to identify appropriate solutions.
- Demonstrated ability to maintain consistently updated reports/files or similar data-mining capabilities.
- Demonstrated ability for continuous learning in a highly competitive, fast changing marketplace.
- Demonstrated ability to apply financial acumen to make sales decisions.
- Demonstrates ability to understand, utilize, and execute against SFE strategy.