

**POSITION:** Aseptic Fill Sales Manager  
**HEADQUARTERS:** North America  
**LOCATION:** West Caldwell, New Jersey  
**EMPLOYEES:** 30+  
**REPORTS TO:** Executive Vice President

Marchesini Group USA, a leading supplier of aseptic, primary, and secondary automatic packaging equipment, is searching for an experienced Sales Manager to generate and handle sales of Aseptic Filling equipment within North America.

**RESPONSIBILITIES:**

Develop, generate and manage sales activity for multinational accounts as well as small to mid-size customers.

Execute the complete sales cycle from initial contact onwards.

Create and maintain strong working customer relations.

Maintain and manage customer data base and reports in CRM.

Sales forecast planning.

Drive growing sales in expanding market.

Initial sales area to cover the whole of North America.

**THE PERSON:**

**Pivotal Experience & Expertise**

**Functional Experience:** Brings strong commercial experience. Demonstrates an independent, results-driven work ethic. A self-starter and team player who is motivated to succeed. Superior people/customer relationship skills as well as strong interpersonal skills.

**Industry Experience & Tenure:** 5 years' broad experience and knowledge of pharmaceutical aseptic equipment and processes. Visual inspection equipment is a plus. Brings strong network connections and relationships.

**Business Acumen:** Understands business implications of decisions. Displays orientation to profitability. Demonstrates knowledge of market and competition. Aligns work with strategic goals.

**Competencies:**

**Adaptability:** Adapts to changes in the work environment. Manages competing demands and changes approach or method to best fit the situation.

**Collaboration and Teamwork:** Balances team and individual responsibilities. Contributes to building a positive team spirit.

**Customer Service:** Focuses on serving customers as the organization's top priority. Understands needs, creates distinctive value, and builds meaningful relationships. Aligns organization and resources to deliver on customer commitments. Driven to create value for customers.

**Expert Communication:** Excellent verbal and written communication skills. Responds promptly to customer needs to meet commitments.

**Innovation:** Displays original thinking and creativity and meets challenges with resourcefulness.

**Learning:** Curious, open-minded and an avid listener who welcomes broad input, criticism and feedback.

**Motivation:** Sets and achieves challenging goals. Demonstrates persistence and overcomes obstacles and measures self against standard of excellence.

**Planning/Organizing:** Prioritizes and plans work activities while efficiently managing time.

**Problem Solving:** Identifies and resolves problems in a timely manner. Gathers and analyses information skilfully and develops alternative solutions.

**Strategic Thinking:** Develops and implements strategic priorities to achieve organizational goals. Understands organization's strengths & weaknesses. Analyses market and competition and identifies external threats and opportunities. Adapts strategy to changing conditions.

---

MARCHESINI GROUP USA

*Sales organization*

---



---

43 Fairfield Place, West Caldwell, NJ 07006-6206

Phone: (973) 575-7445

Fax: (973) 575-4051

---

**Software Proficiencies:**

Microsoft O365 including Excel, Word, OneDrive, Outlook, PowerPoint, Project Manager, SharePoint, Teams.

**Notable Requirements and Considerations for Position:**

- Applicant must have a pre-existing legal US work status. Will not sponsor visas.
- Italian/Spanish Language - Not a requirement but an advantage
- Full benefits package including health, pension, 401K and paid vacation time.
- Salary: Negotiable

Please email resume to [hr@marchesiniusa.com](mailto:hr@marchesiniusa.com)