



External Sales Executive – Cases Division

Join the global leader in high-quality plastic packaging – rose plastic. As a third-generation, medium-sized company, we develop and produce premium plastic sleeves, boxes, and cases for the tooling industry. With around 800 employees across 10 locations worldwide, we are positioned to serve our customers wherever they are. To continue our success story, we are seeking talented individuals to join our thriving UK operation.

We have an exciting new full-time External Sales Executive opportunity at our rapidly expanding cases and foam division facility in Rotherham, South Yorkshire, UK.

As part of our successful Sales team, this role will be instrumental in generating new business through proactive outbound sales methods. The primary focus will be on engaging customers and generating interest in our comprehensive range of cases, as well as our other plastic packaging solutions.

ROLE/RESPONSIBILITIES

- Develop and execute a strategic sales plan to expand the RoseCase brand into new market segments.
- Identify and visit a high volume of potential new customers to demonstrate the unique value of our plastic cases and foam products.
- Handle incoming plastic packaging inquiries, providing product advice and support.
- Administer quotations and samples to drive sales and hit/exceed targets.
- Attend and support trade exhibitions and events to promote the RoseCase brand.
- Collaborate with internal teams to ensure product availability, customer satisfaction, and alignment with overall business objectives.
- Monitor market trends and competitor activities to identify new opportunities and challenges, providing regular reports on sales activities, pipeline status, and market feedback.

SKILLS/REQUIREMENTS

- Minimum 3 years of external B2B sales experience required, ideally, within a case / foam converting background.
- Proficient in IT skills, including knowledge of SAP would be an advantage.
- Excellent interpersonal communication skills.
- Experience in providing technical product demonstrations and advice.
- Demonstrated success in sales, business development, and/or account management.
- Strong network within the industry and the ability to quickly build rapport with new clients.
- Excellent time management, self-discipline, and organizational abilities.
- Energetic, highly motivated, and results-oriented with a consistently positive attitude.
- Willingness to spend a minimum of 3 days per week visiting customers.

PACKAGE

- Competitive Basic salary (experience dependant) (OTE uncapped)
- Full electric car VWi3, diesel fuel option also available for higher mileage users from the VW/Audi/Skoda brands
- Participation in the company's profit share program
- Commission scheme for existing growth and new accounts
- Office Hours: Monday to Thursday 8:30am - 5pm, Friday 8:30am to 2pm / 1 day per week hybrid working – these are the minimum hours you would be expected to fulfil your job
- Total: 35 hours per week
- Location: Home office or at our Rotherham facility, S60 1EN
- Company pension Scheme
- 25 days holiday per year (Plus Public holidays)
- Free refreshments, fresh fruit & free onsite parking at Rotherham facility

This role will ideally suit an experienced salesperson who can demonstrate a good record of accomplishment of success in a similarly fast-paced position.

Therefore, if you fancy joining the rose plastic packaging team and enjoying a varied role where you can display your personality to our customers we would love to hear from you.



Please write or email
with your CV to:

rose plastic UK Ltd
Head of UK Sales & Marketing
Unit 4, Bessemer Way
Bessemer Business Park, Templeborough
Rotherham, S60 1EN
Email: info@rose-plastic.co.uk
rose-plastic.co.uk

rose  plastic®
protective packaging pioneers