

# SALES ENGINEER

REPORTS TO: SR. DIRECTOR OF SALES AND MARKETING

## WHY JOIN PCL?

Packaging Compliance Labs (PCL) is a medical device packaging testing, engineering, and contract packaging partner with headquarters in Grand Rapids, MI and offices in Boulder, CO. We pride ourselves on taking typical industry challenges and turning them into key differentiators that set us apart from our competitors. This makes PCL a true packaging engineering partner for medical device manufacturers. Our employees embody our five core values: placing patient safety first, becoming the expert, going the extra mile, empowering others for success, and working hard & having fun! By embodying our core values, PCL strives towards our mission to deliver solutions that enable life changing medical innovation.

For 2 consecutive years, PCL has been added to the “Inc 5000 Fastest Growing Companies” list. We have also been named a 2022 winner for “West Michigan’s Best and Brightest Companies to Work For”. After nearly a decade of “working hard and having fun” and half a dozen facility expansions, PCL continues to see rapid growth and we are looking to add a Sales Engineer to our PCL family!

## WHAT YOU’LL BE DOING

- Consult on sterile packaging design, development, and validation per ISO 11607
- Manage and grow existing client base through value-add technical services
- Develop new relationships with prospects, suppliers, and partners
- 40%+ travel may be required

## WHAT YOU BRING TO THE TABLE

- 1-5 years of experience in packaging engineering, packaging laboratory testing, or related field
- Medical packaging engineering experience preferred
- Bachelor of Science (BS) in Packaging Engineering or related technical field
- Sales training will be provided

## WHAT WE BRING TO THE TABLE

This position is full-time (Monday-Friday) with a competitive compensation and commission structure based on skills and experience. Medical, Dental, and Vision insurance are available on the first of the month following the first day of employment. PCL also offers a 401(k) plan with matching employer contributions and annual profit sharing, company-paid life and disability insurance, paid holidays, and paid time off.

## RECRUITMENT STEPS

The recruitment process will include one phone screen, an in-person interview, candidate assessments, and a pre-employment background check.

## TO APPLY

Send resumes to [HR@pkgcompliance.com](mailto:HR@pkgcompliance.com)



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