



JOB DESCRIPTION

SALES REPRESENTATIVE

Reports to: Branch Manager
Classification: Exempt

Department: Sales
Division/Branch: Regional Branch Location

JOB SUMMARY:

The Sales Representative will be tasked with strategically developing and maintaining opportunities within their assigned territory. The Sales Representative engages directly with dealers and prospective customers and will complete samples and product demonstrations as needed to support the established sales goals.

ESSENTIAL FUNCTIONS:

Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets.

Provide dealer support for sales with sales training, ROIs, cost analyses and application development.

Focus sales efforts by studying existing and potential volume of dealers.

Submit orders by referring to price lists and product literature.

Keep management informed by providing timely and accurate sales activity reports and forecasts.

Monitor competition by gathering current marketplace information on pricing, and new and existing products.

Provide trade show support before, during and after the assigned shows.

Resolve customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

Contribute to team effort by accomplishing related results as needed.

SKILLS/QUALIFICATIONS:

Working software skills in MS Office software, CRM and contact databases, Adobe Illustrator, Photoshop, CorelDraw and experience with various graphics file formats.

Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales

Prefer candidates with a minimum 4-year undergraduate degree and 5-7 years relative work experience, such as a comprehensive sales knowledge of flatbed and wide format digital Inkjet markets for solvent, UV Curable, Dye Sublimation printing, as well as roll and flatbed cutters.