



Job Description

JOB TITLE	Printing Sales Representative
REPORTS TO	Sales Manager
DEPT / LOCATION	New York City
FLSA	Salary

DESCRIPTION:

This Printing Sales Representative entry level position will provide support for our Executive Sales team. You will be challenged with pipeline building activities, sales processes and while gaining knowledge of the core services BE Printers provides. During the first year, the pipeline activities will include cold calling, lead generation and qualifying. Learning manufacturing capabilities and attaining required sales skill sets along the way. As your skill set and knowledge grow, you will have the opportunity to develop your own sales account list of clients. A formal employee review every six months will provide constructive feedback and help insure long-term success. This role will report to the Sales Manager who will act as both a manager and mentor aiding in your successful introduction to outside sales.

The successful candidate will be a dynamic individual who is self-motivated, aggressive and has excellent communication skills.

Interest in graphic arts, print management and consultative sales would be a benefit.

If you are recent college degree in marketing, business or graphic arts, with a desire to grow and are an outgoing person who enjoys a challenge, this may be the position for you!

RESPONSIBILITIES:

- Work side by side with our experienced sales team while training to sell a full line offset color printing and finishing services and capabilities to the book publishing and packaging market.
- Engage decision makers to gain understanding of their business objectives to promote our products and service offerings and how they create value for their organization.

- Develop strong business relationships with new customers by contributing to their brand, image and communication goals which increase their sales and profitability objectives.
- Develop a strategic plan for achieving revenue quota and maximizing long-term account revenue opportunities.
- Perform effective cold calling to build a satisfactory pipeline for growth, and provide regular feedback to sales leadership on your progress.
- Manage complex sales cycles utilizing a consultative solution selling approach.
- Develop proposals outlining unique customer business applications, pricing, and implementation plans.

REQUIRED SKILLS:

- Self-motivated individual that can work independently and within a team environment
- Basic understanding of the offset printing processes, materials and applications
- Open to learning sales cold-calling, objection-handling and closing skills
- Excellent oral and written communication skills
- Driven to eventually produce high level of sales performance and quota achievement.
- Proficient use of Microsoft Office suite.
- Ability to prospect via telephone or other media to set in-person appointments.
- Willingness to be coached to outperform expectations!

REQUIRED EXPERIENCE:

- College degree is a must
- 1-2 years of graphic arts sales, production or publishing experience would be an advantage

COMPENSATION:

- Base Salary + commissions on new business
- Full benefit package: Medical, Dental, Vision, 401k, Life Insurance, STD, LTD, 10 paid holidays and PTO.
- Expense account commensurate with sales requirements

JOB TYPE: Full-time

REQUIRED EXPERIENCE:

- Graphic Art sales, publication or publishing: 2 years

REQUIRED EDUCATION:

- Bachelor's Degree