

Outside Sales Representative for Printing and Sign Company

Overview

We are seeking a proactive, motivated salesperson to develop new business. Responsibilities include establishing and maintaining profitable relationships with customers on behalf of the company & actively prospect for new accounts. A qualified candidate will represent the company by conveying expertise in our services and capabilities, and establish a relationship with the community and business accounts.

Primary Responsibility

- Prospect for new customers, developing new business, targeting key prospects and retain business
- Cold calling, lead management, make sales appointments and follow ups
- Present and discuss the products and services of the company in a way that conveys an image of quality, integrity and superior understanding and fulfillment of customer needs
- Understand and comply with the sales system
- Develop annual sales strategy in conjunction with management and identify joint marketing opportunities where applicable
- Keep current on new technology
- Communicate effectively with management and production team informing and updating regularly to guarantee the sales and customer objectives are met
- Participate as a key team player by supporting operations as needed

Products and Services We Offer Our Customers

- Full Design Services for Material & Logos
- All Digital Printing Needs: Forms, Brochures, Newsletters & More
- High Volume Printing
- Full In-House Mailing Services for all Mailing Needs
- Signs and Banners
- Vinyl Graphics, Vehicle Graphics, Wall & Floor Graphics
- Full line of Promotional Products: Screen Printing, Embroidery, Cups, Hats & Shirts

Qualifications/Experience

- Experience in Digital Printing Sales a must
- Ability to identify and meet customers needs and requirements
- Must have initiative and be able to problem solve
- Strong Communication and Math Skills
- Strong Sales Aptitude

We Offer

- Salary + commissions and benefits
- Sales Leads
- Business to business sales opportunities

NO PHONE CALLS OR WALK-INS PLEASE

Mail to:

Union Copy Centers, Inc.
6603 W. Oklahoma Ave
Milwaukee, WI 53219

or

Email to: unioncopies@gmail.com