

## Outside Sales Representative for Printing and Sign Company

Columbia Printing and Sign (Columbia, MO) – Columbia, MO

## Outside Sales Representative for Printing and Sign Company

### Overview:

We are seeking a proactive motivated salesperson to develop new business. Responsibilities include establish and maintain profitable relationships with customers on behalf of the company, actively prospect for new accounts and maximize sales potential with existing customers. 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 Responsibilities:

- Prospecting for new customers, developing new business, targeting key prospects and retain business.
- Cold call, lead management, make sales appointments and follow up.
- 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/program in place.
- 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 the marketing and production teams, informing and updating them regularly to guarantee that sales and customer objectives are met.
- Participate as a key team player by supporting operations as needed.

### Products and Services We Offer Our Customers:

- Design Services: Logos, Ads, any Graphic Design Job
- Offset Printing: Forms, Envelopes, Business Cards and Newsletters
- Digital Full Color Printing: Post Cards, Brochures, Flyers and Manuals
- High Volume Copies
- Mailing Services: Variable Data, Stuffing, Sealing, Folding, Sorting, Bulk Mail and EDDM
- Signs Posters and Banners
- Vinyl Graphics: Car Graphics, Store Front Graphics, Wall Graphics and Various Signage
- Wide Format Copies: Blueprints, Building Plans and Spec Books
- Promotional Products: Pens, Mugs, Bags, Hats, Shirts and any Logoed Item.

### Qualifications/Experience:

- Experience in sales.
- Strong communication and math skills.
- Strong sales aptitude.

- Ability to identify and meet customers' needs and requirements.
- Must have initiative and be able to problem solve.
- Must possess a valid state motor vehicle operator's license.

We offer:

- Salary + commission and benefits
- Existing accounts, sales leads, target marketing
- Business-to-business sales opportunities

NO PHONE CALLS PLEASE

Or Mail to:  
Management Office  
1907 Pennsylvania Dr.  
Columbia, MO 65202