



Sales Professional

Job Summary

The Global Imaging Sales Representative is responsible for every aspect of the partnership between Global Imaging and our customers.

This Sales Representative will establish individual account strategies. He or she will engage and influence C-level executives by articulating solutions in terms of ROI and effect on the customer's business objectives. Consultative selling techniques will be used to successfully manage complex sales cycles and achieve revenue targets.

The products we sell are wide and super-wide digital print systems. The sales are very high-end, high dollar, complex, capital equipment sales. The products and systems we sell range from approximately \$10,000 - \$350,000+. We sell our products as fully integrated systems that can grow to \$1,000,000+

This is an opportunity for a long-term career where an individual will work with other highly skilled and driven professionals, enabling this person to grow and gain a great deal of sales skill and industry knowledge.

Qualifications and Requirements

In order to be successful in this role, an individual must possess the following:

- Experience in selling capital equipment, preferably experience selling digital printing solutions
- Ability to successfully call on C level Executives
- Business savvy, and ability to sell a business plan versus features and benefits
- Ability to clearly articulate solutions in terms of ROI
- Ability to advise and influence customers through consultative selling techniques
- Ability to self-direct and self-motivate to achieve objectives
- Experience with new business development
- Ability and willingness to travel 50% plus of each month
- Excellent interpersonal, oral and written communication skills
- Excellent time management skills, and organizational skills; ability to prioritize multiple tasks
- Ability to work well in a team and independently
- Keen intelligence and negotiation skills

Qualifications:

- Bachelor's Degree or equivalent combination of education and experience
- 10 + years' previous experience in sales and account management
- Previous experience in the Graphic Arts/Printing industry and selling digital printing solutions
- Demonstrated ability to work independently as well as in a collaborative team environment
- Demonstrated ability to develop and close in a self managed sales territory



Sales Responsibilities

- Directly manage sales opportunities of wide and super-wide format inkjet solutions
- Work with internal resources to achieve sales objectives
- Develop the sales funnel by actively qualifying prospective customers, identifying key stakeholders and analyzing the customer's market
- Initiate, contact and manage leads
- Prepare proposals and consult on solutions
- Provide demonstrations on equipment solutions
- Customer prospect profile maintenance
- Integrated system solution development
- Participation in programs and events
- Quote prices, prepare proposals and provide information regarding terms of sales, delivery and rigging and coordination of installation and training
- Continually develop new business within various regions and industries on a regional and national basis
- Throughout the qualification process, identify the specific needs of individual clients, departments and entire organizations and how Global Imaging solutions meet those needs
- Proactively develop leads on your own and from trade and professional organizations, shows and events and other sources
- Report to management and vendors on customer relationships, pipeline, forecasts and new prospects
- Mentor new sales staff
- Maintain long-term relationships with customers through the use of database, phone calls, personal activities, events and various other methods
- Handle customer problems, complaints and questions in person or by telephone
- Present an appropriate business appearance at all times while working
- At all times maintain high level of knowledgeable about products and services offered

General Responsibilities

- Answer phones and assist callers with their needs
- Take customer orders as they come in
- Act resourcefully and in an innovative way to solve problems and complete tasks
- Communicate constructively to officers and team members on problems, ideas or any other insights to assist in defining new ideas, policies and procedures
- Accurately complete documents which are essential for the operation of Global Imaging' business
- Work a minimum of 40 hours per week and be compensated through commissions and performance bonuses

Physical demands include:

- Occasional shipping, receiving and packing of equipment and supplies and/or trade-show setup and break down
- Ability to carry supplies, parts, and equipment of various weights into various situations
- Car and air travel, including overnight travel

NOTE: The above job description does not include all of the duties that a sales representative will be asked to perform while on the job. A sales representative will also be asked to perform other duties and handle other responsibilities. In addition, a portion of the all of the above job description may be changed or revised from time to time.