

**Title:**           **Commercial Printing Sales Representative**

**Reports To:** Senior Vice President

**Position Details:**

- Full-time, Permanent
- Salaried
- On-Site (with Remote work eligibility per Company's policy)
- Schedule: Monday to Friday

**Location:**    Laird, Mississauga, Ontario

**Summary:**

As a results-driven **Commercial Printing Sales Representative**, you will be actively seeking out and engaging customer prospects. Working with a professional team of Customer Service Representatives and Print Management, you will sell to customers who require very large format printing (Large and small wall banners, Construction Hoardings, Flags, bus and truck wraps) Plus point of purchase products from food boxes to pop up displays. You will also be selling large format 3D printing used in tradeshow, movie props, museums...etc.

**The primary responsibilities and duties include; but are not limited to:**

- Present, promote, and sell products/services using proven sales tools to existing and prospective customers.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

**Requirements / Qualifications:**

**Academic Training:**

- Bachelor's degree in Business or a related field.

**Work Experience:**

- 3 years of proven work experience as a printing sales representative

## **Job Posting**

*Current as of August 2023*

### **Specific Competencies:**

- Excellent knowledge of MS Office
- Familiarity with ERP and CRM practices along with ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Existing customer base an asset but not required

### **Work Conditions:**

#### **Physical Demands:**

- Office environment with prolonged sitting, typing, and phone usage.
- Manual dexterity required to use desktop computer and peripherals.
- Lifting or moving boxes up to 50 lbs. may be required.

#### **Cognitive Demands:**

- Time management
- Multi-tasking
- Reading / writing
- Memory recall
- Communication

The above responsibilities and duties will be adjusted from time to time based on the growth and development of the Company's growth strategy.

Salary Range: Depending on experience and qualification.

Application Deadline: Active

Applications can send their resume directly to [recruiting@mediareources.com](mailto:recruiting@mediareources.com)