

COME JOIN THE TEAM!!

Insta Graphic Systems has a great career opportunity in Corporate Sales. We are seeking a highly motivated and sales starter individual to join our team. As a Corporate Sales Representative you will have the responsibility of developing and implementing a sales strategy to drive the growth of the domestic and international markets. This person must have three to five years of experience in Sales and Marketing, strong people skills and be able to build credibility with both internal and external customers. Please send us your resume from the Careers section of our website.

What you'll do:

- Create new market opportunities and drive sales for heat press machines and custom heat transfers, internationally and domestically.
- Directly support new and existing customers on product specifications, features, and pricing. Make product recommendations based on the customers' needs.
- Build an active prospect list to increase market penetration for new and existing markets.
- Develop business relationships with prospects, customers and distributors to provide solutions and grow sales.
- Provide critical information to marketing and management including market trends and competitive activity.
- Engage with marketing to develop strategies and approaches for our products and services. Assist in writing blogs and articles to support the company.
- Gain in-depth knowledge of competitors and marketplace.
- Participate and develop virtual programs to build and maintain user awareness (trade shows, advertising, seminars, technical training, focus groups, magazine and web articles.
- Attend virtual domestic and international trade shows. Promote sales through virtual/web based presentations.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Contributes to team effort by accomplishing reasonable requests of management.

- Act as back-up to the Sales Department.
- Provide monthly, quarterly and annual revenue forecast, metrics and budget with accuracy and analytical detail.

Who you are:

Education: Two - Four years of college or equivalent experience in related field.

Experience: 3 - 5 years experience in sales and marketing; technical sales experience a plus.

Core Competencies:

- Must have strong people skills; be able to build credibility with both internal and external customers.
- Good working knowledge of heat press machines and custom heat transfers. Able to understand technical principles of heat press machines.
- Must have effective communication, organization, interpersonal and team building skills and be able to manage/prioritize multiple accounts in a rapidly changing environment.
- Must possess strong problem solving skills; be able to mitigate gaps and issues with creative and effective solutions.
- Must be comfortable working with customers located in both US and foreign countries and be able to clearly communicate via email, telephone call, and face to face meetings.
- Must be proficient and fluent in conducting formal sales presentations.
- Must be a goal-oriented self starter working with minimal supervision.

Personal Characteristics:

- High energy.
- Tenacious work attitude.
- Proactive and solution oriented.
- Demonstrated ability to influence others and impact change.
- Creative and innovative.
- Well-developed interpersonal skills and cultural competency.
- Ability to establish credibility and be decisive.
- Effective communication and ability to work as part of a team, (oral and written).
- Quick learner and drive for continuous improvement.
- Results driven; relentlessly pursue success.

What we offer:

- Competitive salary
- Comprehensive benefits package including: medical, dental and vision
- 401K Plan
- Paid time off and holidays

Disclaimer: This job description is not intended to be all-inclusive, and employees will also perform other duties as assigned by management as required.

Company reserves the right to revise or change job duties and responsibilities as the need arises. This job description does not constitute a written or implied contract of employment. INSTA Graphic Systems is an Equal Opportunity Employer. M/F/D/V