



JOB DESCRIPTION

Job Title and Number: Sales Representative,

EEOC No. and Classification: #40500, Sales Workers

Reports to: Director of Sales

Pay Range: \$27,352 - \$39,338.00 annually

Status: Exempt

Date: 1/7/2010

Job Summary:

An Outside Sales Representative works as part of an integrated sales team providing exceptional service to Inland customers. Responsibilities include increasing Inland revenue and gross profit through generation of new customers. A priority is to establish new business within Inland's core label segments. Existing accounts will be maintained with expectations of continual growth.

Job Responsibilities:

1. Compile lists of prospective customers for sales leads
2. Contact and develop relationships with new customers.
3. Identify additional sales opportunities with current customers.
4. Develop and deliver presentations and solution ideas to customers.
5. Assists in leading the account management team to ensure customer satisfaction;
6. Manage assigned account pricing, finished goods, aged inventory, account receivables and cost saving initiatives to levels established by the Director of Sales.
7. Achieve growth and profitability through value based selling, relationship building, developing customer solutions and understanding Inland's and competitors capabilities.
8. Attend trade shows and manage booth.
9. Work with internal sales and operational groups to ensure customer transactions are processed accurately and efficiently
10. Provide consultation to customers regarding the purchase of Inland's products and services.

Competencies

- Verbal and written communication
- Problem solving
- Organization
- Interpersonal skills
- Self-motivated
- Ability to work in a fast paced and dynamic environment
- Commitment to exceptional customer service
- Relationship building
- Ability to "Sell"
- Microsoft Office Suite

Prerequisites:

Bachelor's degree in Marketing, Business, Communications, or Engineering preferred; knowledge of print and/or packaging industries preferred; valid driver's license and excellent driving record.

Physical Requirements:

Generally sedentary; 20/40 visual acuity; superior color vision on Farnsworth Munsell 100 Hues and D-15 preferred.