



Outside Sales Representative – Denver, CO

Job Summary: Develop new accounts, maintain and service existing accounts in assigned geographical sales territory by generating interest and demand for Company product lines.

Essential Duties and Responsibilities:

- Develop and maintain a strong working knowledge of Company product line and decorating techniques, as well as similar information for competitive products.
- Secure new accounts by planning and organizing daily work schedule to call and visit prospects. Service existing accounts.
- Develop and execute strategies to reach “hard-to-see” customers and potential customers.
- Attend clinics, trade shows, and exhibitions as required to further the introduction, promotion and sales of Company product lines.
- Participate in scheduled Company sales meetings.
- Provide ideas and suggestions about innovative sales strategies and techniques that can be used in your territory and throughout the Company.
- Ensure adherence to and compliance with all Company policies and procedures.
- Other related duties as assigned to meet sales objectives.

Essential Skills and Experience:

- Must have a valid driver’s license. Motor vehicle record must be within the parameters set by company management.
- Demonstrated ability to achieve sales objectives; competitive and motivated to generate sales.
- Great communication and interpersonal skills, with the ability to communicate effectively at all levels of the organization.
- Experience in the sportswear, sporting goods, screen printing, and/or embroidery field(s) preferred.
- Results focused; takes ownership for territory performance, brings a tenacious, competitive spirit and has the ability to think outside the box to achieve success.
- Reasoning, problem solving, negotiation and customer service skills.
- Ability to travel within sales territory daily; willingness and ability to travel beyond territory as needed.
- Must reside within a 50-mile radius of territory or be willing to relocate.

This position offers unlimited income potential, including a weekly draw and substantial benefits package. If you are seeking a challenge and an opportunity to manage your own sales territory, we would like to hear from you.

To apply, visit our website at www.thegraphicedge.com

or visit our Career Center [here](#).

