

## SALES REPRESENTATIVE

### General Summary

A Safeguard distributor with a base of business in **Charleston, SC** is looking for a high-energy, motivated outside Sales Representative with a minimum of two to three years of outside sales experience in the print or promotional products industries to achieve maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively offering Safeguard's products and related services. The ideal candidate should be a bright, energetic self-starter who can develop and follow a plan.

Time will be spent on developing new opportunities with new prospects as well as calling on existing customers to protect current revenue streams. Majority of time will be spent developing and closing new opportunities in new accounts. The goal is to ensure we meet or exceed sales and profit growth objectives within new and existing customer accounts.

### Essential Duties

- Establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory/market segment; to generate new business for our products/services.
- Through consultative visits with customers, determine Safeguard products and services that meet their needs; both short- and long-term
- Make telephone calls and in-person visits and presentations to existing and prospective customers.
- Research sources for developing prospective customers and for information to determine their potential.
- Develop clear and effective written proposals/quotations for current and prospective customers.
- Plan and organize personal sales strategy by maximizing ROI for territory/segment.
- Supply management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products/services.

### General Performance Requirements

- Consult with customers on an ongoing basis to uncover needs of the business that Safeguard can provide.
- Expedite the resolution of customer problems and complaints.
- Coordinate sales effort with sales management.
- Keep abreast of product applications, marketing conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and attending at least one industry trade association and/or local networking meeting per month.
- Participate in trade shows and conventions as opportunities arise.

### **Education and/or Experience**

- Experience in the print/forms, promotional products and full-color industry as well as a proven track record in new business development and/or customer account penetration a plus.
- Highly motivated and ambitious; results oriented, ability to work independently and in team environment.
- Strong communication, organization and time management skills.
- Must have 2-3 years of experience with direct and face-to-face selling to customers and prospects.
- Demonstrated aptitude for problem-solving – ability to determine solutions for customers (consultative sales approach).
- Excellent verbal and written communication skills.
- Proficiency in computer and use of Microsoft Suite applications and contact management software.
- A Bachelor's degree in Business, Marketing, Communications or related field preferred.

**Note:** *This job description in no way states or implies that these are the only duties to be performed. The requirements listed in this document are the minimum levels of knowledge, skills or abilities. Furthermore, this document does not create an employment contract, implied or otherwise, other than an "at will" relationship.*

**Disclaimer:** The available position is not with Safeguard corporate, but is with a Safeguard franchisee.

***Interested candidates should send their resume with an email cover letter to:***  
[SafeguardRecruiting@gosafeguard.com](mailto:SafeguardRecruiting@gosafeguard.com).