

Multi Line Sales Representative

Company: Giant Media,LLC

Job Title: Multi Line Sales Representative

Job Location: AZ/GA

Job Posted: 11/1/2018

To apply, send resumes to [bhumi@giantmediaonline.com](mailto:bhumi@giantmediaonline.com)

### **About Giant Media,LLC**

GiantMedia is a nationally recognized wholesale large format Graphics, Signs, and Display provider for the trade.

We provide Easy Online ordering, quick turnaround, and quality products.

Our add on's are: - Large printing capacity including 100,000 square feet of daily wide format printing.

- Best in class quality by using industry standard equipment (UV, sublimation, etc).
- Turn-key solutions including installation.
- Technology platform (end to end engagement supported on our proprietary tech platform) i.e [www.giantmediaonline.com](http://www.giantmediaonline.com)
- Full suite of products in the signage and display industry.
- Same day turn-around for priority orders with facilities in Phoenix and Atlanta.
- Trained staff to handle all pre-press requirements.
- 24 hour customer support.
- Best pricing.

### **Role and responsibilities**

He/she will be responsible for the sale of Giant media products to existing and new customers.

- Organize and share a monthly schedule with manager.
- Travel as and when needed to meet the existing or new customers. (Minimum once a month)
- Learn, understand and explain products of Giant media LLC.
- Provide excellent customer service experience by going above and beyond.
- Consistently follow up with customers (regular or prospective) to close the sale.
- Identify potential customers by using sources as the web, trade shows, magazines, referrals, etc.
- Use our CRM and update the same with all the communication with the prospects of existing customers.

- Contact existing and potential clients by phone, mail, email or in person and follow up as required.
- Keep customers abreast of deals and promotions.
- Seize the opportunities to upsell products and service as they arise.
- Present proposals to clients and ask for a purchase order.
- Clarify and confirm with client the details of an order, product, delivery and price.
- Assist customers with placement of orders, cancelations, returns, refunds, or exchanges.
- Attend national tradeshow.

### **Qualifications and Requirements**

- Excellent communication and language proficiency.
- Minimum of 2 years of proven success in sales and or account management.
- Experience and knowledge in the ad specialty and promotional products industry.
- Must be able to travel once a month.
- Consistently follow up with customers to solicit orders.
- Demonstrated ability to organize time and management multiple projects.
- Excellent written and oral skills.
- Customer focused and adaptability to different personality types.
- Ability to multi-task, set priorities and manage time effectively.