

Sales Representative

Company: Giant Media,LLC

Job Title : Sales Representative

Job Location: Arizona ,Georgia, California, Texas , NYC , Florida (One with the great sales network can work remotely)

Job Posted: 06/01/2020

Compensation: To Be Discussed

To apply, send resumes to 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
- 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

- Scheduling appointments to review product needs of current external customers and determine other opportunities
- Generating and developing new business accounts to be able to increase sales, through cold calling or other means
- Serve as a strategic partner to customers in the selection of products which supports marketing plans and not simply be an order taker
 - Become knowledgeable on supplier product offerings and keep up to date on new products
 - Collaborate with clients on current and future projects
- Provide presentations, ideas, marketing material, product sampling and follow up as needed
- Maintain accurate records, including expense reports and quotes.

- Create proposals to potential clients
- Maintain professionalism, diplomacy, understanding, and courtesy to represent the organization with a great reputation
- Partner with inside sales representative to ensure efficient unit operations.
- Willing to travel 50%-60%

Qualifications and Requirements

- High School Diploma or Bachelor's Degree
- Minimum 10 years outside sales experience, preferably in the Promotional Products industry.
- Strong written and verbal communication skills. Must be a good listener
- Proficient in Microsoft Word, Power Point, and Excel
- Competent in financial management and budgeting
- Strong self-management skills are required. Must be highly motivated, dynamic personality. Able to create own plans of action, prioritize work activities, and manage own activity independently to deliver results on schedule and with limited supervision or direction
- Strong relationship building skills are required. Able to build and maintain lasting relationship with customers and suppliers
- Customer service oriented. Must commit to providing excellent customer service to achieve high level of satisfaction
- Creative & Strategic. Able to assist in developing new product offerings and marketing ideas

- We are aggressively expanding the sales network in the USA, so if you have great sales network you can apply to work remotely.