

Sales Representative – Display Graphics

Purpose: Build strong customer relationships, loyalty, and retention through exceptional sales/service and the presentation, awareness, and understanding of OEC's active portfolio.

Reports to: Vice President-Digital Technologies

Status: Exempt

Essential Responsibilities:

1. Establish and generate new sales and business development opportunities.
2. Manage and grow existing accounts.
3. Coordinate products and services through multiple manufacturing facilities and/or corporate office.
4. Manage adherence or evolution of contractual relationships.
5. Maintain open and frequent communication between client and OEC team members.
6. Acquire complete and thorough knowledge of OEC products and services and present to potential customers.
7. Participate in trade shows and conferences as an opportunity to network, prospect, and articulate OEC's products, services, and business solutions.
8. Actively participate in quality initiatives and support continuous improvement.
9. Other duties as assigned.

Knowledge, Skills and Abilities:

- Strong sales and relationship management skills
- Excellent oral, written and presentation communication skills
- Understanding of wide format digital print markets
- High degree of motivation, professionalism and ethics in daily contact with clients, customers, and all internal levels within the organization
- Good organizational skills, persistence, scheduling flexibility and discretion
- Attention to detail and ability to problem solve
- Solid computer skills and knowledge in Microsoft Office applications

Education and/or Experience: Bachelor's degree, or at least 2 years experience in phone sales or account management. Preferred candidates will understand display graphics, tradeshow displays, general printing process and theory.

Performance Standards: Employee will be reviewed on his/her ability to achieve agreed upon sales targets and other responsibilities as stated above. The employee must work safely at all times and maintain the confidentiality of all department, company, and customer information.

Equipment/Materials Used: General office and computer equipment and materials. Macbook Air and cell phone provided.

Conditions of Employment: Frequent travel may be required. The work setting consists of an office environment with suitable lighting, comfortable temperatures, and a low noise level.

Employment is on an at-will basis and may be terminated at any time, and for legal reason, with or without cause, either by the employee or the company. Lack of sales performance alone may be sufficient cause for termination.