



OUTSIDE SALES ACCOUNT EXECUTIVE

About the Company:

Replica San Diego is a contemporary business solution center focused on digital printing and copying in San Diego. Replica works with large and small businesses as well as individuals with their printing needs. A small business with passion and excellent customer service ethic, we have been serving San Diego's printing needs for the last 16 years.

Replica is currently seeking an experienced business-to-business sales executive who will be responsible for bringing in new customers as well as servicing existing customers. The ideal candidate will bring passion, energy and professionalism to the company.

Job Description:

Identify and establish new client accounts via telephone outreach, email marketing, online networking, and in-person visits/cold-calling. This sales executive will be speaking with directors and executives on a daily basis. S/he will seek and follow leads and referrals and regularly follow-up with existing and potential new clients. Manage all client accounts by providing very competitive pricing, top-quality deliverables, superb service, and proactive solutions for clients' challenges, with the ultimate goal of helping our clients succeed. This sales executive is responsible for winning profitable work that fits our platform while maintaining a satisfied client base. S/he participates in team selling and strives to understand the market and industry.

Key Responsibilities:

- Primary responsibility is to identify new clients and sources of business.
- Develop a deep understanding of the local business communities in the market area.
- Maintain and cultivate quality relationships with clients through appropriate and timely contact, resolving concerns and achieve high customer satisfaction.
- Achieve profitable sales; win new and recurring work; responsible for meeting and exceeding sales goals.
- Persistent prospecting and converting prospects into customers.

Qualifications:

- Associate or Bachelor degree required.
- At least 2 to 3 years of industry related experience.
- Minimum 1 year outside sales experience required with proven ability to generate new business.
- Strong communication, presentation and interpersonal skills; ability to influence and persuade.
- Technical aptitude and computer/social media skills are essential.
- Demonstrated self-starter who is highly motivated and can work independently to deliver results.
- Possess skills and abilities to procure new clients, as well as maintain long-term relationships with existing clients.
- Astute and able to cater to client needs and be a solution provider.
- Must be a team player and able to work in an open, supportive environment.

Additional Information:

Replica San Diego is an equal opportunity employer. Our commitment to you includes a competitive base salary, an aggressive commission structure, and unparalleled training and support in the achievement of your professional and personal goals. Replica San Diego is a mature company with history of experience in the market.

Compensation

Very competitive salary + upside. Benefits include health care (medical and dental), Simple IRA and, company paid holidays (possible after successful 90 day evaluation period).

To apply, forward resume to – sales@replicasandiego.com

ONLY LOCAL APPLICANTS WILL BE CONSIDERED.