

## Sales and Business Development Representative

SpeedPro Imaging is a best-in-class large format digital printing studio that caters to large and small businesses including major brands and marketing agencies. Premium quality graphics, exceptional client service and competitive pricing are the core principals by which we live every day. SpeedPro Imaging specializes in production of retail/brand graphics, tradeshow displays, event signage, wall murals, vehicle graphics and more.

SpeedPro Imaging Cleveland West is looking for an enthusiastic Sales Representative that is a driven, multi-tasker with a great attitude, strong work ethic and has great communication skills.

The Sales Associate is primarily responsible for driving our growth in the Greater Cleveland area and the western suburbs of Cleveland. If you believe in the power of relationships, we'll give you the tools, the training and support you need to generate and connect with new leads, ranging from decision makers at large corporations to small start-ups.

Additional responsibilities will include coordinating meetings with clients, attending networking meetings and events in the Greater Cleveland Area, providing quotes on client inquiries and interfacing with the rest of the team.

### Job duties include:

- Improve brand recognition and drive growth, both locally and nationally where possible
- Develop and execute cold calling strategies to targeted prospects
- Cultivate and develop new client relationships
- Use our CRM system and other tools provided to connect and communicate with prospects
- Connect clients to the SpeedPro product that satisfies their application needs
- Collaborate with team to implement new sales strategies as needed
- Build network connections with key decision makers in-person, over the phone and through social media services
- Join and attend networking meetings and events on a regular basis
- Work with the web development team to keep website up to date with fresh content while incorporating best SEO practices



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- Use our order management system to provide quotes to new clients and collaborate with the team when it is time to turn quotes into approved work orders
- Attend and take part in local franchise team meetings when required
- Attend and take part in SpeedPro Home Office provided webinars, meetings and trainings
- Collaborate with the rest of the team as needed

### **Qualifications required:**

- Associates Degree
- Two years of business-to-business sales experience, with proven proficiency in selling, presentation skills and prospecting
- Experience in the print, graphics, design or business to business marketing industries is a plus!
- A high degree of initiative and strong negotiation skills are necessary
- Excellent organizational and time management skills, with capacity for multi-tasking
- Detail oriented, accountable and have a strong work ethic
- Take criticism constructively
- Must be able to work hard and have fun!

### **Ideal candidates will also possess:**

- Experience working on a sales quota
- Demonstrated ability to exceed sales quotas
- Demonstrated cold calling sales ability, with assertive, positive and persistent style
- Ability to effectively communicate through all mediums (verbal, listening and written)
- Aptitude for acquiring sales skills and product knowledge
- Ability to work with autonomy



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**Job-Type:**

- Full Time

**Job Location:**

- Westlake, OH

**Required Education:**

- Associates Degree

**Required Experience:**

- 2-3 years sales/marketing experience

**Compensation:**

- Compensation will be salary plus commission

**Next Steps:**

- If you fit the profile, we look forward to receiving your resume, a cover letter that includes possible start date and salary expectations
- Before applying please visit our website at [www.SpeedProClevelandWest.com](http://www.SpeedProClevelandWest.com) to familiarize yourself with our products and services.



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