



- Sales Executive / Account Manager
- Home Based
- £ generous + uncapped commission & bonuses
- 3 month contract

Job title: Sales Account Manager

Department: Printing

Due to significant growth, Print This Ltd - a subsidiary of a highly successful Marketing company - is now in a position to strengthen our sales team and we are looking for a high calibre sales professional to be based from home.

This Sales Account Manager position is working in the Print area of our business, developing long term partnerships and selling design & print services to our business to business clients.

Initially this role is for a three month contract.

Role: Reporting to the Managing Director, to find and acquire new business for the Print unit of the group. You will be selling all types of Printed goods ranging from leaflets and flyers to magazines, brochures, posters and postcards.

DUTIES AND RESPONSIBILITIES:

- Develop new business through Cold calling
- Manage and conduct all aspects of the sales cycle - lead generation through to quoting and close .
- Account Management.
- Meeting and presenting to potential clients
- Achieve sales targets and business forecasting
- Consulting with clients to offer them relevant services
- Writing business proposals and quotations of the highest quality
- Identify and develop strategic new business partnerships.
- Recruit and develop clients suitable for our range of other products and services
- Work with marketing support teams.

Who we're looking for:

A basic level of IT literacy and fluency in English is required. You must be legally entitled to work in the UK.

We are much more interested in your skills and achievements than formal qualifications.

Critical to the success of any candidate will be self motivation, drive for results, a hands-on approach and the ability to communicate credibly with a buyer. A strong background in “new business” and a solid understanding of Printing is a prerequisite.

Applications from people with excellent business to business sales skills but without experience of selling print is welcomed and positively encouraged.

In return we offer competitive remuneration and benefits including unlimited commission and the chance to progress your career with a progressive, privately owned Printing company. The parent company is a Microsoft Partner and belongs to many organisations and Chamber of Commerce's.

Background Information:

Print This is the brand of a successful, established marketing company, created to oversee the rapidly growing design and print business unit within the group.

To meet our corporate objectives we are seeking a Sales Executive / Account Manager to help drive the business forward.

Based from home, you will find, quote and close any new business opportunities for the range of design services and printed goods we supply.

Known as the best value printers in the UK, we have a very high closing rate due to exceptionally low prices and superb customer service. We only focus on business to business sales.

Using your existing contacts, and occasional prospect data supplied by head office, you are expected to manage yourselves and your workload with minimal interference.

Previous experience of selling printed goods is preferred but not essential. Full training will be given on our range of printed products

Equal Opportunities

Print This Ltd is regarded as the leader in its field, and this extends to our concepts of human resources. We positively welcome applications regardless of age, gender, cultural and ethnic origin, religion, disability and sexuality. We accept applications from disabled candidates in Braille, on cassette/cd or large type. Your application form will be judged solely on its merits.

Closing Date:

The closing date for this position is 31st October 2008.

Application:

Application should be made by email (wherever possible) to jobs@printthis.biz.

Our telephone number is 01428 661211. This number may be used by people unable to send their application by email who require our postal address. Please note we do NOT accept job applications by telephone.