

## Job description

Alexander Clark Printing, an Employee-Owned Company, based in Boise, Idaho is searching for a Sales Consultant that has a passion for results. ACP has a reputation for producing quality work, outstanding customer service, dependability, and advanced print technology. Since 1972 our mission has been to help our most important asset, our customers, to succeed.

You're bold, creative, empathetic, and very resourceful, especially when results are at stake. You have what it takes: a competitive drive coupled with the exceptional ability to communicate and build lasting business relationships with customers. Such talent and drive make you the right fit for this sales role with Alexander Clark Printing.

Are you a driven, reliable, and entrepreneurial sales professional? Do you excel at "hunting" and have a genuine passion for helping customers succeed? If so, we want to hear from you! Join our dynamic team and be a part of a forward-thinking company where your efforts will truly make a difference. Don't miss this exciting opportunity to move your career forward and grow with Alexander Clark Printing!

### Responsibilities

In this exciting role, you will actively support the products and services offered by Alexander Clark Printing. You will stay up-to-date and knowledgeable about the printing processes, products, and services we offer to ensure you can effectively communicate and represent our offerings. **In this role you will:**

- Consistently achieve outstanding sales performance by meeting or surpassing sales targets. Leadership at Alexander Clark Printing assists you in these efforts with, (to name a few) job estimating, scheduling, in-house production, graphic designer, sales support, marketing, and training.
- Guide customers and prospects to solutions by understanding their needs and building relationships. Have working knowledge of how to effectively present our products and services, tailoring your approach to address individual customer and prospect requirements, and ensuring a positive customer journey.
- Engage in discussions and interactions based on customer and prospects needs in a compliant and ethical manner. Understand and have working knowledge of email follow-up, email outreach and the use of CRM software.

- Knowledgeable regarding LinkedIn analytical tools and how to employ them in a productive way to evaluate prospects and customers business and determine the best strategies to achieve sales objectives.
- Establish a new book of business by planning and organizing a daily work schedule, tracking prospects, cold calls, email marketing and in person meetings.
- Keep management informed by communicating, verbally, written and by use of the company CRM software, daily call reports, weekly work plans, monthly and annual sales analyses.

## **Job Requirements**

Along with a results-oriented mindset, self-assurance and, and engaging manner, coming from a strong sales background **you will have:**

- BS/BA Degree preferred.
- 2-3+ years of print and promotional product selling experience strongly preferred.
- B2B selling experience required.
- Consistent and documented track record of success in sales.
- Willingness and ability to learn sales in the offset, digital and promotional product industry.
- Excellent selling, closing, persuasion and presentation skills.
- Ability to work both independently and in a team setting towards meeting established objectives.
- Well-developed written and oral communication skills, computer literate.
- Capable of employing both conventional and innovative problem-solving methods to creatively address challenges, thereby enhancing company performance and effectiveness.
- Ability to build rapport and relationships by interacting effectively with employees and external contacts at all levels, demonstrating the awareness of their needs and responding with the appropriate action.
- Experience with CRM software, preferably HubSpot.

## **Work Hours and Benefits**

Monday – Friday 8:00 am – 5:00 pm and as needed to meet customer expectations.

- 401K with match
- ESOP Retirement Plan (100% Employee Owned)
- Paid Vacations
- Compensation DOE will include Base + Commissions with a goal to become 100% commissioned.
- Medical, Dental, and Vision
- HSA and HRA
- FSA

## **How to Apply**

**How to Apply:**

**Send Resume to:**

**Alexander Clark Printing**

ATTN: Sales HR

10801 W. Emerald

Boise, ID 83713

## **VIA Website**

[www.alexanderclark.com](http://www.alexanderclark.com)

Contact Us:

Sales HR in Subject Line

An email address will be sent to you.

Forward your resume to that email.

## **Via LinkedIn**

**Industry**

- Printing Services

**Employment Type**

Full-time