



SALES REPRESENTATIVE

Cooperative work setting, team- and family-focused company,
generous salary and benefits package

You are: A self-starter with an eye for detail; a positive colleague with top-notch organizational and communication skills. You take pride in your work and thrive as a member of a motivated team.

We are: A fourth-generation commercial printer located just outside Madison, WI, producing work for customers of all sizes, from independent local businesses to global biotech leaders. We blend leading edge technology with expert craftsmanship to bring our customers' designs to life.

Position Overview

In the role of **Sales Representative**, you will play a crucial role in generating new business, nurturing existing accounts, and driving growth for our company. Essential job functions include prospecting and establishing sales goals, meeting with customers regularly to develop and maintain strong partnerships, ongoing communication with internal teams throughout project production, and billing approvals.

We seek the following qualifications:

- Valid state driver's license
- Minimum of 3-5 years of experience in commercial print sales or equivalent
- Knowledge of the printing industry and new printing technology
- Eagerness to meet new people; ability to quickly develop a rapport
- Excellent verbal and written communication skills
- Strong organizational skills and attention to detail
- Ability to prioritize projects and tasks
- Basic computer skills (i.e., Microsoft Office suite)
- Ability to problem solve and work with varied groups of people, from production teams through management and executive level leadership
- Excellent sales and negotiation skills
- Local travel to current or prospective customers using your own vehicle

Bonus points if you have:

- Current client list you can bring to the role
- A cool head and a sense of humor when deadlines are tight

About Park Printing Solutions

Park Printing Solutions is a digital, conventional, and large-format print and fulfillment house providing buyers with a one-stop solution. The strength of our work has always been in identifying our customers' unique needs and exceeding expectations. Every project gets personalized attention, from planning to production to packing and shipping. For more information, visit: parkprinting.com.

Reports to: Chief Executive Officer

Job Type: Full-time, Exempt (Mon-Fri, 8am – 4pm)

Compensation: Base salary range \$65,000-70,000 (scaled downward as sales increase) plus commission. Benefits package includes employer-sponsored medical insurance, HRA, short- and long-term disability, life insurance (valued at \$9,500+); 401k with employer match; employee-sponsored dental, vision, FSA, HSA.

Interested candidates should email resume to:

Gretchen Bourg, *Human Resources Manager*, at Gretchen.bourg@parkprinting.com