



SALES REPRESENTATIVE

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

Are you: A self-starter with an eye for detail? Someone who takes pride in their work and thrives as a team member? A strong communicator and project manager?

Position Overview

In the role of **Sales Representative**, you will generate new business - driving aggressive sales growth in identified markets, as well as nurture existing accounts. You will manage the sales funnel from lead generation to closing the sale, set goals for yourself, and meet with customers regularly to develop and maintain strong partnerships.

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 cutting edge technology with expert craftsmanship to bring our customers' designs to life. For more information, visit: parkprinting.com.

Base Requirements:

- Minimum of 3-5 years of commercial print sales, B2B sales, or equivalent experience
- Eagerness to meet new people; ability to quickly develop a rapport
- Excellent verbal and written communication skills
- Basic computer skills (i.e., Microsoft Office suite, demonstrated ability to learn new tools or software)
- Ability to problem solve and work with varied groups of people, from production teams to executive level leadership
- Local travel to current and prospective customers using your own vehicle

Bonus points if you have:

- Established relationships you can bring to the role
- A cool head and a sense of humor when deadlines are tight

Work Type: Full Time

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.

To Apply: Email your resume to Gretchen.bourg@parkprinting.com, in confidence, with a cover letter explaining why you are a great fit.