

# Account Executive / Outside Sales B2B

A-Copi Imaging Systems

Gardiner, ME

## **Opportunity:**

A-Copi/Visual Edge Technologies is one of the largest independent document imaging dealers in the country. We are looking to hire a business-to-business outside salesperson to call on decision makers to sell or lease office technology equipment and solutions including multifunction printers, managed IT services, VOIP phone systems and more! The position includes a variety of sales initiatives from networking, prospecting and introductory presentations to account review meetings with existing customers to build rapport and develop new business opportunities. A sales career at A-Copi provides opportunities to work in a team environment and is ideally suited to individuals who enjoy selling and networking at all levels. If you have strong communication, interpersonal skills, time management, organizational skills and integrity combined with professionalism and a strong dedication to succeed, we want to meet you.

## **Responsibilities:**

As a Sales Representative, your primary focus will be to sell Toshiba, HP and Lexmark hardware and managed IT solutions to companies within an assigned account base and territory.

Specific job duties will involve:

- Prospecting for new customers and partner with existing clients by offering a variety of solutions to improve their business; you will have to make it a priority to take exceptional care of your clients.
- Be able to thrive in a fast-paced environment; you must be driven to succeed and willing to strive to be the best. A high level of energy and be committed to achieve your sales goals is a must.
- Be comfortable with cold calling and in-person prospecting for potential and established clients; you must be tenacious and have a desire to grow your knowledge as you build your career.
- Outbound calling to potential and established clients on a daily basis to set face-to-face appointments, ensuring outstanding customer service through regular follow-ups; you'll be expected to report regularly to a branch office.
- Establishing and strengthening relationships with decision makers for current and potential clients.
- Learning and demonstrating the benefits of all A-Copi/VET offerings.
- Designing and presenting solutions that will help customers' businesses.
- Consistently closing sales and achieving monthly activity and revenue goals.

## **Qualifications:**

- Experience selling to clients in the imaging solutions industry or other technology industry is preferred.
- College degree preferred.
- A valid driver's license and reliable transportation is required!
- Exceptional communicator with good sales results.
- Motivated to make money and be awarded for your success and efforts.

### **A-Copi Offers:**

- Competitive salary (base salary + commissions + auto allowance). Strong results are well rewarded; President's Club winners have earned trips to Mexico, Atlantis, and the Bahamas.
- Outstanding benefits package (including medical, dental, vision, life insurance, to name a few).
- 401(k) plan with matching company contribution.
- Generous holiday and paid time off schedules.
- Tuition Reimbursement Program.
- Ongoing professional development training.
- Uncapped Commissions (Commissions are Paid Bi-Weekly).
- Monthly, Quarterly and Annual Bonus Opportunities.