

## CAREER OPPORTUNITY

**Position:** Outside Sales Representative Professional  
**Company:** Large Format Graphics Firm  
**Location:** Eagan, MN  
**Contact:** [todd@1000footview.com](mailto:todd@1000footview.com)

### Outside Sales Professional

#### COMPANY OVERVIEW

An Eagan, MN based large format graphics firm, whose current client list includes some of the most progressive agencies, retailers and service companies in the Twin Cities, is adding an Outside Sales Professional to its existing team. Qualified candidates will be responsible for maintaining their reputation as being:

1. Committed to Continuous Improvement
2. A pleasure to work with
3. Cares about Customers, the Company, & Self
4. Consistently gets Great Results

If you take your work serious without taking yourself too serious, if you are passionate about helping clients execute their respective promotion and marketing mission as it pertains to large format graphics and brand strategies, then perhaps this could be a great career for you.

#### COMPENSATION

Compensation will be competitive and commensurate with experience. The anticipated compensation range for this position is \$40,000-55,000 for the first year. Top earners at the company make in excess of 100K. In addition, an attractive benefits package is provided.

#### POSITION OVERVIEW

This position is for a consultative sales professional that thrives on solving problems and working closely with a variety of people. A qualified candidate must have the ability to understand and relate to the complex challenges associated with custom manufacturing in a deadline driven projects arena. **Previous sales experience in an art/ad agency, graphics or printing company is required. Eligible candidate must possess strong problem solving skills. There is a strong emphasis on bringing in new business.**

## KEY ACCOUNTABILITIES

As an Outside Sales Representative, you will be accountable to and report directly to the Business Development Manager. You will be responsible for the following activities:

- Prospecting for new customers using a variety of tactics. You will be expected to have proficiency in cold calling on the phone and creating new opportunities with new customers.
- Client Project Management
- Create and Maintain positive client experiences
- Work closely with Customer Experience Representative so that clients are well informed and well served

## JOB REQUIREMENTS

- 2+ years of outside sales experience
- A proven track record of success, verifiable with past W-2 forms
- An energetic and entrepreneurial spirit
- The ability to work and thrive independently, although there will be a number of supportive measures in place specifically for the success of this position
- A consultative approach with clients
- Bachelor's Degree preferred, but not required

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FOR MORE INFORMATION, PLEASE CONTACT RECRUITING AGENT:

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