



## **Sales Executive- Business Development**

We like to say O'Neil Printing is the “oldest start-up” in Arizona. A long-standing iconic brand with 112 years in the making, O'Neil started as a commercial printer and is transforming to a tech leaning company with print solutions expertise. We are fueling our growth through technology, automation and innovative solutions. This includes a focus on dynamic print solutions, large format signage and lifecycle/direct marketing. Located in Phoenix, Arizona, O'Neil has a brand-new state of the art facility that is sure to Impress.

### ***Summary***

We are seeking a Sales Executive who has a passion to drive revenue growth and business development opportunities through value-based selling. This individual will provide a consultative approach to their clientele to help customers optimize their marketing spend and grow their business. This individual will employ technology solutions, marketing automation and a diverse set of print capabilities to help secure new client opportunities. We are looking for someone that is ambitious, collaborative, and can work successfully in a fast-paced environment. This position reports directly to the VP of Sales.

### ***Role & Responsibilities***

- Collaborate with the VP of Sales to establish a revenue focused goal and develop a plan for achieving them
- Develop and execute revenue pipeline disciplines to acquire new clients and organic growth for existing customer base
- Collaborate with cross functional teams including marketing, technology and operations to coordinate selling efforts and ensure delivery of products and services are meeting or exceeding agreed upon SLA's
- Utilize our CRM platform to document projects, identify prospects and report on status of business development efforts
- Perform regular sales calls and follow-ups with prospects and customers
- Lead and manage both current and prospective customer RFP's/ RFQ's in collaboration with cross functional teams including presentation materials, estimates and timeline
- With marketing support, develop communication strategy to regularly and effectively reach new customer prospects (acquisition)
- With marketing support, organize, write and deliver brand presentations including webinars, educations seminars and customer-specific events/meetings
- Stay up to date on industry trends, including technology, software, competition and pricing
- Selling activities will focus on programmatic marketing campaigns leveraging print technology solutions and marketing automation through a consultative selling approach
- Manage customer relationships and develop strong, long-term relationships through appropriate and timely contact, resolution of issues, and achieve customer satisfaction
- Collaborate with cross functional teams on new revenue opportunities
- Participate in continuous improvement process as a client advocate internally



### *Competencies*

- Bachelor's degree required
- 5+ years of B2B selling experience in solution selling including, but not limited to, marketing automation, web-to-print solutions and/or direct mail programs
- Demonstrated success in a fast-paced, deadline-driven environment
- Proficiency in Excel, Word and CRM solutions
- Ability to work independently and as part of a team
- Strong organizational skills and excellent attention to detail
- Solid written, communication and presentation skills, including strong phone-based presentation ability
- Experience with quoting and estimating in a printing and mailing environment is a plus

O'Neil Printing offers excellent benefits including:

- Comprehensive health, dental and vision benefits
- Paid Time Off
- ESOP (Employee-Owned Stock Program)
- Training and Development
- 401K Plan

For additional information or questions, please contact [careers@oneilprint.com](mailto:careers@oneilprint.com)