



Wide Format 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 for our wide format division. This individual will primarily focus on growing our wide format sales by identifying prospective customers that procure signage as part of their marketing spend. 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
- Previous sales experience selling wide format products required
- 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