

## **Banners on a Roll**

### Job Advertisement – Account Manager

Do you enjoy working in a close-knit team environment? Are you an active listener and solution maker? Do you enjoy the art of persuasion?

Then look no further, this could be your opportunity to shine!

Banners on a Roll® is looking for an Account Manager to join our company's proven success. We are recognized in our industry for helping our clients get noticed. We provide a variety of custom print products including our signature product, Banners on a Roll®.

The Account Manager position is responsible for the sale of the Banners on a Roll® product line. This position is accountable for high quality sales activities, personal productivity, and maintaining positive customer relationships.

The successful candidate will have demonstrated the ability to develop and maintain new and existing clients through inside sales. Having experience in areas such as the graphic art industry, event planning, custom printed products, and B2B sales is a plus. Travel is not required.

#### Minimum Requirements:

- 1-2 years in Sales
- Strong written and verbal skills
- Basic PC and Microsoft® Office skills
- Able to lift a maximum of 48lbs

#### Preferred Experience and Education:

- Bachelor's Degree or some college level coursework
- Inside Sales
- Knowledge of custom printed products
- Knowledge of event management and planning

#### Benefits and Compensation

Work hours: M-Th: 7:30 – 4:30; F: 7:30-12:30

Salary Range: \$36,000 - \$40,000/yr, plus commission, DOE

We offer a comprehensive benefits plan, including a health plan, paid time off and IRA.

If you feel you would make an ideal candidate, please send your cover letter, resume, and salary requirements to [jobs@hrkinectons.com](mailto:jobs@hrkinectons.com)

**Job Summary**

This position is responsible for the sale of the Banners on a Roll® product line. This position is accountable for high quality sales activities, personal productivity, and maintaining positive customer relationships.

**Major Responsibilities/Activities**

Meet established sales goals.

Increase sales of Banners on a Roll® and other products, through typical sales activities such as contacting current and potential customers.

Assist in defining annual and weekly sales goals.

Explain use of products to prospective and existing customers.

Maintain high level of product line knowledge.

Keep current on market condition information, business trends, and industry developments.

Manage all aspects of sales within assigned responsibilities.

Work independently as part of a team.

**Minimum Requirements**

Bachelor's degree or college coursework is preferred.

1-2 years of experience in sales. Some inside sales experience is preferred, but not required.

Knowledge of event planning and management.

Basic understanding of the graphic arts industry is preferred.

Knowledge of principles and methods for showing, promoting, and selling products or services, including sales techniques and sales cycles.

Knowledge of principles and processes for providing customer service, including customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.

Strong written and verbal skills.

Basic PC and Microsoft® Office skills.

Must be able to lift a maximum of 48 lbs.