



Sales Specialist

Company Description

Standard Register (NYSE: SR) is a leading provider of information solutions for financial services, insurance, healthcare, manufacturing, automotive and other industries. Standard Register is focused on providing document management solutions and services that help businesses make the most of their information. Its offerings include document management; label solutions; consulting and fulfillment services; and e-business solutions. As a strategic partner in migrating companies from paper-based to digital processes, Standard Register helps businesses reduce costs and increase revenue. Founded in 1912, the company today is a Fortune 1000 company with annual revenues of approximately \$1 billion. To learn more about Standard Register (NYSE: SR), go to www.standardregister.com.

Position Profile

Standard Register Company is currently seeking highly motivated individuals to serve as Sales Specialists in Dealer Office Xpress. This individual will work with an experienced sales professional in our Dealer Office Xpress program to learn our business and apply and build on the skills they have developed while in college. **Under the direction of a senior sales rep, the Sales Specialist will be calling on automotive and truck dealership accounts in our Pacific Northwest territory (Portland and Seattle).** Within one year of beginning the program, we expect you to be demonstrating the acquisition skills you have acquired in your own territory.

Primary Activities Include

Under the direction of an experienced sales professional, the Sales Specialist would:

- Draft customer correspondence, RFPs and business review materials
- Assist with inventory management and system administration
- Call on customers with the experienced sales professional and assist in the preparation and presentation to the customer
- Assist experienced sales professional in compiling account data and verifying SR performance against agreed upon performance criteria with the customer
- Interact, as needed, with customer service professionals in the support of the experienced sales persons' accounts
- Follow up on lead times to ensure job is delivered timely

Qualifications & Requirements

- Bachelor's Degree in Automotive Marketing or business discipline preferred.
- Sales certification is a plus.
- Understanding of Automotive Industry
- Understanding of Large National and Global accounts
- Proven track record of success in college and previous employment
- Business acumen
- Demonstrated fast learner
- Ability to self-motivate and multi-task
- Well-Developed Interpersonal Skills and Professional Demeanor
- Valid State Driver's License with acceptable motor vehicle record required
- Must be open to relocation
- Permanent right to work in the US

As a major business leader, we offer competitive compensation, incentives, benefits and clear advancement potential.

Interested candidates should send a resume to Christie Spreng, HR Generalist at Christie.spreng@standardregister.com .