



# Hiring Notice

## Sales Account Manager (Outside Sales Representative)

### About Our Company

Precision Blue Inc. (PBI) has been serving the Chicago area for more than a quarter-century. Thanks to the support of many loyal customers, we have grown from a small blueprint shop to a 16,000 square foot state-of-the-art reprographics facility that is conveniently located at the intersection of I-355 and I-88. Our goal is, and always will be, to find and improve upon services that will make our customers more profitable. Our success is founded in our approach to the customer and an unwavering commitment to customer satisfaction and getting the job done right the first time.

We are now embarking upon an aggressive expansion plan that will require us to hire qualified and energetic individuals who have a desire to work in a highly dynamic, collaborative atmosphere. This is an exciting time for our company and our associates and we are confident that new associates will find PBI to be a great place to work.

### Essential Job Functions

The primary responsibilities of an Account Manager include;

- Promoting our Digital Printing services to Architects, Engineers, contractors and the overall Construction and Design Industry.
- Understanding and communicating our services to current and prospective clients.
- Identify and generate new accounts, manage assigned accounts and increase sales in these respective accounts.
- Regularly identify and meet with prospective customers and establish buying cycles, identify customer needs, and create a customer/supplier relationship.
- Identify buying influences, and purchasing criteria for assigned accounts in addition to maintaining an awareness of company activities, industry trends, creating quotes and updating customer information in the sales database.
- Performance against an establish sales and profit objective is key to the success of this position.

### Requirements:

- Thorough understanding and ability to professionally present all aspects of our digital printing services.
- At least 2 years sales experience selling digital print services. Experience selling to architects, contractors, and engineers is preferred.
- Demonstrate strong communication, relationship building skills, and judgment skills.

- Able to work independently within scope of the assignment.
- Demonstrate above average communication, negotiation, and closing techniques.
- Able to process, comprehend, and follow detailed written and verbal instructions.
- Communicate and cooperate with other departmental managers, assistants and associates to ensure a smooth flow of work across departments; works well in a team environment.
- Maintains a courteous and “can-do” attitude with internal and external customers.
- Proficiency in a Windows environment, primarily Outlook, Word, and Excel.

### **Additional Information**

- The ideal candidate must work well in a culturally diverse environment.
- Working overtime is a condition of employment.
- Must have appropriate auto insurance compliant with Precision Blue criteria.
- Must have a vehicle that complies within standards set forth by Precision Blue.
- Must be driven and eager to succeed in a base plus commission sales environment.
- Excellent benefits package.

If you are a first-class, exceptional sales associate, who is looking for a position where excellence is rewarded, apply today! Please include salary history and availability for employment when submitting resumés. Only candidates selected for interviews will be contacted. Email to [careers@precisionblue.com](mailto:careers@precisionblue.com) or fax to 630-963-0690. This is a full time position with great benefits. Precision Blue is an equal opportunity employer.