



Job Description

Job Title: Production Print Specialist

Department: Outside Sales

Reports to: Corporate

FLSA Status: Exempt

Summary:

This position is responsible for assisting the local branch sales representatives in driving high volume production account activity and closed sales to meet or exceed sales objectives set by management, and providing specific sales expertise and support as required.

Essential Duties and Responsibilities:

- Participates in branch sales activity and customer appointments for production print equipment and accompanying solutions sales.
- Analyze customer needs and translate them into deliverable production solutions.
- Demonstrate and enhance proposed production offerings to the customer.
- Assist in proposal preparation with sales representatives.
- Develop a scope of work (as part of the proposal process) if necessary and implementation plan for each opportunity and closed sale.
- Deliver implementation and integration services to support production sales.
- Deliver customer support and training as part of the production sales process.
- Report forecast of opportunities and updates on sales process monthly at a minimum or more frequently if required by supervisor.
- Meet with supervisor at least monthly or more frequently as required.
- Schedule visits to local branch offices for customer appointments and/or training at least monthly or every other month to engage production activity.
- Coordinate with VP of Technical Service to ensure that each local office has the proper service training to support production models sold in that office.
- Assist the corporate office when requested on bid opportunities for production equipment, production equipment and service pricing, companywide promotions, target opportunities for upgrade, and any other corporate projects relating to production sales.
- Assist or advise on customer issues if required.

Qualifications:

- Minimum (5) years related experience desirable
- Experience with high volume Ricoh and/or Konica Minolta equipment preferred.
- Experience with Color, Calibration, Graphics Programs, EFI and Creo Rip experience a plus
- Network and Microsoft/Linux experience helpful.
- Some college highly desired, or, must have equivalent knowledge and experience.
- Must be a self-starter; someone who is self-motivated, capable of working independently to start and complete projects.
- Good customer interactions skills.
- Ability to learn, analyze, understand and help a client through complex situations.