

United States Jobs Expertini®

Sales Business Development Specialist

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Company: PIP, East Longmeadow, MA

Location: East Longmeadow

Category: other-general

PIP Marketing Signs Print of New Englands seeking highly motivated, energetic, smart individuals for an outside sales position who are interested in learning entrepreneurialism and how business works. You'll see it every day, as you observe the management of this business and the various sized businesses we serve. They face constant challenges to meet their business objectives, from start-up branding and customer acquisition to cross-sell/upsell, customer satisfaction and retention to further account development. You won't just have a front-row seat; you'll be in the game helping those companies find, purchase and utilize the products, programs and services they need to survive and thrive.

A recent American Marketing Association report said that 25% of current CEOs came up through Sales and Marketing. Forbes magazine carried a story on "3 Reasons Why Salespeople Make The Best CEO's:" First, they know the difference between intelligence and wisdom; Second, they're persuasive and they get things done; Third, they have empathy and understand the intangible side of the business. In business, as in life itself, it's about people.

Your job will be to generate prospects for the sales process through your own outbound calling, email marketing, networking, direct mail, content marketing and other methods and resources. Some of them will become clients, buying our solutions and services over and over again – from you.

PIP New England is a B2B provider of print, signs and marketing services for the purpose of helping businesses meet their objectives. We have been in business for nearly 50 years. Our company has received many awards and is recognized as a leader within the industry. Print includes offset and digital printing of brochures, postcards, newsletters, advertising sheets, etc. Signs means everything from bin tags to posters and banners, wide format, trade show displays, vehicle wraps, wall and floor graphics and more. Marketing services includes content marketing, social media marketing, blogs, websites, marketing campaigns and more. These are some of the products and services you'll sell for PIP New England to help businesses grow and be more successful.

We offer a salary plus commission, onboarding, multimedia and one-on-one sales training, product/service training and coaching, ongoing training online and at regional and national events, leads generated by our integrated Automated Marketing Program and an awards and incentives program.

We expect you to offer: energy, excitement, a readiness to learn our products and services and how to sell them. You will learn, practice and execute our sales and marketing program, cooperate and collaborate with others on the team to offer information, ideas and new ways to help our business and our customers succeed. You will be responsible for lead generation, networking, appointment setting, and making cold calls in person and on the telephone. Email and direct mail campaigns, presentations and demos at our location, as well as at client offices. You will be an important contact between the customer and our print/signs/marketing services center.

If you're up for this kind of opportunity and the challenge of building a sales business, we should talk. Check out our web page and Flickr page link "PIPne.com" to see some of the products we sell and manufacture. If this opportunity is something, you would like to pursue please email resume to rpelzek@pip.com.

This franchise is independently owned and operated by a franchisee. Your application will go directly to the franchisee, and all hiring decisions will be made by the management of this franchisee. All inquiries about employment at this franchisee should be made directly to the

franchise location, and not to PIP.

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