

API-Marketing is searching for a “*Rainmaker*” to join our print and marketing integration team. To join our phenomenally talented team you must believe in your talent and ability to promote and sell to “C” level managers. We have the tools you need for success with our staff and equipment.

We are currently seeking a full time, self-motivated, experienced and confident outside sales representative to generate new sales and manage accounts in the greater Sacramento area. Must be able to develop new accounts as well as grow current accounts. Industry experience is plus but not necessary.

We need you to get the doors open, and we will be standing by your side to help close the sale.

Responsibilities:

Prospecting through cold calling and qualifying to develop new B2B accounts

Following up on company leads

Develop new accounts

Timely reporting of activities & tracking sales results

Developing and penetrating accounts through relationship building

Implementing consultative and solution selling strategies

What you could be selling:

- Offset Printing
- Digital Static and Variable Data Printing
- Cross Media Strategies
- Presort Mailing
- Promotional Products
- Web site
- Wide format
- Web-to-Print

Compensation:

Salary, Commission and Expenses

Possibility for shareholder through sweat equity

Medical Benefits, Vacation and more.

Requirements:

Experience in print or marketing industry a plus

Minimum two years outside sales experience.

Excellent verbal and written communication skills and computer skills

Must have attention to detail, problem solving abilities and multi-tasking skills.

What you need:

Working knowledge of Social Media

Basic computer office software skills

CRM Software (Contact Relation Manager)

Reliable transportation

Cel phone and computer(part of expenses)