

- Job title and description
Sales Manager
- Company name
Signarama Orangeburg
- PPAI membership number
633488
- Job location
Orangeburg, SC
- Phone or email address for candidates to send resumes
Sandy Scholwinski
803-534-7575
sandy@signarama-orangeburg.com
- Salary and benefits information if desired
\$50,000 per year plus commissions
10% commission on any job that is self generated
2% of any outside sales person
5% on any house account
- Description

Signarama is a successful, growing sign and graphics company and we hire the best professionals who will make a positive difference in our organization. We are searching for an Outside Sales Representative to join our team.

Signarama located in Orangeburg, SC is seeking an aggressive self-starter who can generate leads, develop new business, and build a sales team. The ideal candidate will have a polished appearance, outgoing personality, excellent communication, follow through, and customer service skills, as well as a good understanding of sales and marketing tactics. Applicants with architectural sign experience will be considered.

If you are organized and enjoy helping people, join our team in the fast-paced sign industry!

TO BE SUCCESSFUL: You must be or capable of being all of these:

- A confident, aggressive self-starter driven to succeed
- Self motivated, with high energy and an engaging level of enthusiasm
- Disciplined to do PR calls every day to business owners
- Professional demeanor, selling style, and appearance
- A Closer
- Have a Positive Attitude
- Ability to convert prospects and close deals while maintaining established sales quotas
- Possess professional follow-up skills
- Have good organization skills to grow and manage a territory
- Able to build and maintain lasting relationships with customers
- Strong problem identification and objection resolution skills
- Have an incredible work ethic to do what it takes to succeed
- Have great verbal and written communication skills and excellent people skills so customers want to buy from you
- Competent in MS office, Have good computer, internet & social media skills
- Ability to build and manage a sales team

REQUIREMENTS:

- Previous Sales Experience
- Previous Sign Experience with large projects (gas stations, bank rebrands, apartment complexes, etc.)
- Ability to do a sign surveys

RESPONSIBILITIES:

- Sales ability and teaching ability
- Explains the versatility of Signarama
- Introduces services provided and teaches to new sales people
- Maintains a consistent and organized follow up system
- Follows up on all leads and pricing and prepares quotes
- Accurately completes sign layout forms
- Remarkets areas every three months
- Delivers quotes in a timely fashion
- Completes Signarama in store training

ABOUT US:

Our local Signarama stores serve brand building and visibility experts in their local business communities. We don't just sell signs...just about anyone can do that! Our stores deliver multiple products and services as part of solutions for businesses to increase customers and build brand awareness. Each of our stores is individually owned and operated by highly trained experts who serve their local community and beyond.

Signarama got its start in 1986 when father and son team Roy and Ray Titus opened a store in Farmingdale, New York. After the store showed signs of success, they decided to open a store in North Palm Beach, Florida. In 1987, Signarama began franchising and has been a prominent force in the sign industry since. Ray Titus (the son) still holds the position as the CEO of Signarama and one of his very first employees, Jim Tatem, is the company president.

Signarama was named the #1 Sign Franchise and ranked #74 for all franchises in the 2014 Franchise 500 in Entrepreneur magazine. We are proud of this distinction and hope to keep our place as the sign industry leader by continuing to offer our customers superior and cutting edge products and service. With the sign industry now being a \$49 billion market and new businesses opening up every day, Signarama is strategically poised for continued success.

Signarama Orangeburg is one of the leading Signarama's worldwide. We work hard to maintain our status in our communities as one of the leading sign and branding companies in the southeast. We are not limited by territory nor project size. We strive to treat every customer as our most important one. Signarama Orangeburg is looking for only the best to join our team.