

Independent Outside Sales and Business Development Representative
Contact Teri Beauchamp
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Proforma is a leader in the printing and promotional products industry with over 30 years of experience, and is recognized as one of the industry's top leaders. We sell business products that every company needs including branded promotional products, apparel, accessories, business documents, commercial printing and e-solutions.

Working for Proforma Wine Country, the Sales Representative is responsible for high energy business to business sales calls, marketing print, promotions, and solutions to varying sized companies.

Requirements:

- Must have previous experience in the promotional products industry and live in Northern wine country area – other wine country areas will be considered
- Prior B2B sales experience with a current book of business or a rolodex of contacts: wine industry is a plus- we also service any industry
- Experience with cold calling, networking, and business development skills
- Willing to work as an Independent Contractor on straight commission – we offer a very generous split
- Experience with ESP System and Promotional Product suppliers is a plus
- This is a home based position, you will need reliable transportation, computer and internet

Responsibilities:

- Conduct B2B sales calls daily and set face to face appointments
- Call on prospective customers to obtain their business; as well as, grow and manage existing business
- Prepare presentations and proposals and responsible for tracking and reporting sales activity
- Build book of business through all forms of sales generation and mediums

Proforma Was Recently Recognized As:

- #2 Top Distributor by Promo Marketing magazine
- #2 Top Distributor by Print Solutions magazine
- #3 Top Distributor by Counselor magazine
- #9 Best Places to Work by Counselor magazine