

## Independent Outside Sales and Business Development Representative

Contact Teri Beauchamp

[teri.beauchamp@proforma.com](mailto:teri.beauchamp@proforma.com)

Do you want to be your own boss?

Do you have a current book of business/account base?

Do you want to make up to 50% of your gross sales?

Do you want to provide your customers with a one source solution?

Do you want the buying power and support of a 500 Million dollar company?

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, fulfillment and e-solutions.

Working with Proforma Wine Country, the Independent 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
- Preferably live in California – Northern and Central wine country areas preferred, other 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 all industries
- Experience with cold calling, networking, and business development skills
- Willing to work as an Independent Contractor, 1099 Employee on straight commission – we offer a very generous split
- Experience with the ASI-ESP Online System and Promotional Product suppliers
- 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, 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