

OVERVIEW

TradeNet Publishing has been a leader in on demand printing for more than 30 years. TradeNet offers its customer's unmatched service and flexibility backed by high-quality printing. We are excited to entertain applications for this position that represents an expansion in our sales department.

We are passionate about building our team and welcome energetic, dynamic and professional individuals who share in our commitment to excellence. TradeNet offers competitive compensation, excellent training and an extensive benefits package.

JOB DESCRIPTION

TradeNet Publishing is currently seeking an Account Executive to drive growth in sales by establishing meaningful relationships with our largest accounts. The successful candidate will have the ability to communicate with individuals at all levels of our customers' organizations in a business to business setting. The ability to convey a clear understanding of opportunities related to selling on the internet using our unique technologies and thinking of innovative ways to apply our unique technologies to drive customer sales will be extremely important. Compensation is up to \$65,000.00 annually.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Initiate communication with current and prospective customers to gain a clear understanding of their business activities and objectives.
- Make recommendations for opportunities to grow sales through introduction of new products and selling techniques.
- Present new products and selling techniques in both one-on-one and group settings and provide sales training and support necessary to ensure customer success.
- Travel to customer offices, conventions, meetings, and trade shows to represent TradeNet products and services. Approximately 12 weeks per year of travel is required.
- In cooperation with manager, ensure that assigned customers receive needed support and monitor responses to issues or concerns to insure a high level of customer satisfaction.
- Establish a clear understanding of the competitive marketplace and identify business opportunities to be considered by upper management.
- Assist in day to day business activities in any way necessary to ensure exceptional service to our customers.

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- College degree or commensurate business to business sales.
- Knowledge of printing processes or promotional products a plus.
- Excellent listening, communication and presentation skills.
- Ability to multi-task and work effectively in a demanding environment while maintaining a high level of creative thinking.

- Possess a strong work ethic, time management, troubleshooting skills, positive attitude and takes the initiative to get things done.
- Excellent computer skills and understanding of the on-line selling processes.

To Apply

Please send your resume along with salary requirements to Carol Marks, cmarks@tradenetpublishing.com, 913-605-1201.