

## Territory Account Manager (East Region)– Promotional

### Job Description

#### Who is Scalable Press?

Scalable Press grew 100% last year, and we need your help in 2018. We're not venture-backed, but we have 300+ employees and are profitable. As our Territory Account Manager, you'll land and work with enterprise promotional products businesses focused on supporting custom printed goods.

The promotional products industry is supported today by small local production shops. These shops are often overwhelmed by online demand due to their low levels of process and technology. Our industries fragmented low tech approach forces large online content generators to purchase and inventory goods in advance resulting in lost profits and efficiencies. Scalable Press's JIT network is changing the landscape of the custom printed goods industry.

We're focused on building technology that enables highly efficient production at scale. Our customers send orders through our fulfillment API, or through any of our three web products built on top of our own API. Orders are sent to one of our four company-owned production facilities (in California, Indiana, and Pennsylvania) where they are printed at industry-leading speeds and rock-bottom costs.

#### What does our ideal candidate look like?

Experience working complex promotional marketing businesses with an emphasis on leading a consultative sales process and negotiating contracts. We're looking for someone that's intelligent, hardworking, and unreasonably ambitious. You should:

- Experience with complex ASI/PPAI regional and national accounts
- Conduct proactive consultative need analysis
- Ability to work with executive level teams
- Develop and maintain key account plans that identify opportunities, deliver value, and forecast results
- Work with engineering to satisfy custom client needs
- Strong oral and written communication skills
- Have a quantitative, results-oriented thinking style
- Want to be a part of an aggressive, growth-minded team

#### What are the benefits, salary range, and perks?

We choose to compensate competitively with salary, bonus, and stock options.  
Health, vision, dental: 50% of the monthly premium of whatever plan you choose.  
Vacation days: 10 days per year along with opportunities to work from home.  
401K Plan  
Job Type: Full-time