

Taylor Corporation has big plans for the future and we need talented leaders to get us there. We power the world's leading brands – and our employees' careers – by unlocking potential everywhere we see it. If you love to lead, are open to new ideas and inspire the best in others, we should talk. We're passionate about our work, we believe there is always a better way, and we're looking for professionals like you.

Want to be part of something powerful? It's time to look at Taylor.

**Your Opportunity:** AdGraphics (dba ADG), an ASI Top 40 Supplier and a subsidiary of Taylor Corporation, is looking for an experienced and high-energy *Director of Sales* to join their team! In this role, your primary function will be to accelerate the growth of sales. You will manage and direct all activities associated with the sale of our products and services; developing sales strategies and forecasting sales volumes for various products, markets, and channels across the country.

**Your Responsibilities:**

- Create strong relationships with key client stakeholders at both senior and mid-management levels
- Lead a sales team of an independent reps and company employees
- Work closely with colleagues on cross-channel opportunities
- Direct, establish, maintain, and plan the overall policies and goals for business development.
- Works with product development, marketing and/or sales group to align with our growth strategy
- Understand the competitive landscape and market trends
- Understand and effectively communicates the company's value prop
- Desire to own projects and exceed expectations, with ability to find solutions and deliver results
- Ability to identify and solve client issues strategically
- Excellent interpersonal skills, with the ability to communicate effectively with management and cross-functional teams, for both technical and non-technical audiences
- Work with Sales, Account Management and Operations, teams to implement targeted sales strategy
- Generate and maintain accurate Account and Opportunity plans
- Work with internal teams on behalf of clients to ensure the highest level of customer service
- Manage and implement the sales forecasting, planning and buyer driven sales processes
- Analyze pipeline and lead data, deliver periodic reporting to leadership providing key business insights: typical reporting relates to Pipeline Forecast and Trends, Conversion Rates, Target Account, Market Segmentation, Win/Loss

**You Must Have:**

- Bachelor's degree in a related area and at least 10 years of experience in the field
- 5+ years of sales management experience (within the promo world, a plus!)
- Experience and judgment to plan and accomplish goals
- Competent with Microsoft Office Suite and Salesforce.com
- Ability to understand the impact of operational initiatives from a sales or marketing person's perspective
- Ability to prepare reports and use of appropriate mode of communication.
- Proficiency with analyzing data, building reporting, and making strategic recommendations based on data and trends
- Ability to manage multiple projects and work to tight deadlines
- Proven success working in a fast-paced, high-growth environment
- The ability to travel - some will be required

**We Would Prefer:**

- Superb presentation skills
- Strong client relationships
- Prospecting and negotiation skills
- Creativity
- Sales planning experience

- The ability to work independently
- Someone highly motivated to succeed

#### **About Taylor Corporation**

One of the top five graphics communications companies in North America, Taylor's family of companies provide a diverse set of products, services and technologies addressing the toughest communication challenges. For 45 years, Taylor has been a premier provider of powerful and innovative products, services and expertise for individuals, businesses and distributors large and small. Our 10,000+ employees spanning more than 25 states and nine countries work diligently to create the interactive, printing and marketing solutions that have helped build some of the world's more recognizable brands. Everything we do begins with identifying the unique priorities and needs of our customers and creating one-of-a-kind solutions. We offer a full range of benefits to power our employees' potential including: health, dental, vision and life insurance; a 401(k) plan; paid time off (PTO) and holiday pay, and more.

*Taylor Corporation is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.*

