



Graphic Composition is a family-owned, growing company that has been deemed an essential business. We have been a part of the Fox Valley for over 70 years. On-going updated technologies and delivering excellence has transitioned us into a modern printing and graphic arts firm.

Position Objective / Summary Account Executive

Graphic Composition is seeking a proactive, motivated salesperson to develop new business. Responsibilities include both to establish and maintain profitable relationships with customers on behalf of the company, actively prospect for new accounts and maximize sales potential with existing customers. Qualified candidate will represent the company by conveying expertise in our services and capabilities and establish a relationship with the community and business accounts.

Essential Duties & Responsibilities:

- Prospecting for new customers, develop new business, targeting & retain business.
- Present and discuss the products and services of the company in a way that conveys an image of quality, integrity, and superior understanding and fulfillment of customer needs.
- Understand and comply with the sales system/program in place.
- Develop annual sales strategy in conjunction with management and identify joint marketing opportunities where applicable.
- Staying current on industry trends, market activities and competitors.
- Communicate effectively with management, and the marketing and production teams, informing and updating them regularly to guarantee that sales and customer objectives are met.
- Participate as a key team player by supporting operations as needed.
- Cold call, lead management, make sales appointments, and follow up.
- Maintain professional & technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the art practices; participating in professional networks.

Products and Services, We Offer Our Customers:

- Full-Service Printing: Offset, Digital, Large Format.
- Custom Personalization: Variable Personalized Imaging, Data Mailing.
- Online Marketing: Digital Marketing, Email Marketing, Social Media, Analytics, SEO.
- Graphic Design: Logo, Brochures, Prototypes Concepts, Image Manipulation, Layout Design.
- Mailing Service: Bulk Mailing, Match Mailing, Fulfillment Services, EDDM
- Finishing Services: Conventional & Digital Die Cutting, Folding, Drilling, Stitching, Foil Stamp, Embossing
- Web to Print Storefronts: Brand Consistency, On-Demand Printing, Inventory Management.

Qualifications/Experience:

- Minimum 3 Years + Experience in industry related sales.
- Strong presentation skills, client relationships, sales planning.
- Knowledge of MS Office.
- Must possess a valid state motor vehicle operator's license.

Graphic Composition offers competitive wages (salary + commission) and excellent benefits which include health, dental, disability, life insurance, and 401(K) plan with company match.