



Graphic Composition is a family-owned, growing commercial printing company that specializes in product labels, large format, variable data printing, direct mail, and both digital and offset printing. Our success over the last 70 years can be attributed to the long-standing relationships we have built with our customers, as well as our incredible employees who are committed to delivering world-class products and services.

Imagine working for a company that embraces innovation, culture, and growth. Bring your talents to Graphic Composition and immerse yourself in a company that provides great benefits, an ownership committed to having a great culture, and a passionate team of co-workers!

Graphic Composition currently has an exciting opportunity for you to join us as a **Sales Account Executive**. The ideal candidate should be disciplined day in and day out in pursuing and closing new accounts through cold calling, linked in outreach, e-mail campaigns, or any means necessary.

#### **Products and Services, We Offer Our Customers:**

- Full-Service Printing: Offset, Digital, Large Format, Digital Web Labels.
- Custom Personalization: Variable Personalized Imaging, Data Mailing.
- Graphic Design: Branding, Logo, Brochures, Prototypes Concepts, Image Manipulation, Layout Design.
- Mailing Service: Bulk Mailing, Match Mailing, Fulfillment Services, EDDM, Merging Multiple Database, Inserting.
- Finishing Services: Conventional and Digital Die Cutting, Folding, Drilling, Stitching, Foil Stamp, Embossing, Package Design.
- Web to Print Storefronts: Brand Consistency, On-Demand Printing, Control Purchasing, Fast Turnaround, Inventory Management.

#### **Key Characteristics of the Ideal Sales Account Executive**

**Discipline and Self Government** – You must hold yourself accountable. You must have a complete understanding and embracement of the level of discipline that is required in order to have success. You must be willing to self-evaluate yourself on a daily basis and hold yourself accountable for your failures and success.

**Client Relationship Management:** Build and maintain strong relationships with clients, serving as their main point of contact. Understand their business objectives, marketing goals, and challenges to effectively address their needs.

**Organizational Skills** – You must have the ability to formulate and organize your thoughts, work and schedule while continually producing results.

**Self-Starter** – Must have the ability to create ideas and follow through without procrastination; balancing judgement in a manner that you know when to ask for assistance and counsel.

**Sense of Urgency** – You must possess an intuitive sense of timing and appropriateness in relation to people, projects, targets, deadlines, and commitments.

**People Abilities and Skills** – You must have a deep interest and care for other people; with the ability to quickly build rapport through a genuine understanding of their primary interests, goals, strengths, motivations, challenges, and desires.

**Technical Aptitude** – You must have a good foundational understanding of the technical aspects of commercial printing products we sell.

**Communication & Presentation Skills** – Must have the confidence to present to a group of leaders in an organized, compelling, manner.

**Closing Skills** – Must have the ability to see a project through completion, making the case for change and acquiring customer understanding and acceptance and agreeing to implement your suggestions in a timely manner.

**Enthusiasm** - Must have a heartfelt optimism and desire for the work we do, which displays joy and excitement for our Mission.

**Industry Knowledge and Trends:** Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the art practices; participating in professional networks.

**Strategic Planning:** Collaborate with management to develop strategic marketing plans aligned with our business objectives. Provide insights and recommendations based on industry trends, market research, and competitor analysis.

**Qualifications/Experience:**

- Bachelor's degree in business, advertising, marketing, or a related field is preferred.
- Minimum 3 Years of experience in B2B sales.
- Strong presentation skills, client relationships, sales planning.
- Knowledge of MS Office, Teams, CRM.
- Must possess a valid state motor vehicle operator's license.
- Must be able to pass a background check.
- Some travel will be required.

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