



Sales Representative

Full Time

We've been growing faster than we could have imagined. With this growth we have new opportunities – including one for a sales account manager for the signage and banner industry. This individual will build and manage customer relationships, grow our market presence, and identify where to expand our product lines through both market pull and push methods.

The ideal candidate will have experience in the large format printing, signage, and banner industries. The individual should have a personal drive for excellence with the desire to build their book of business. To be successful, you will need to understand the value proposition for the market, have strong problem-solving skills to enable our customers to succeed, a drive to provide value to customers and work well across internal departments to support the growth of your market.

General Responsibilities

- Preform outbound cold calls to domestic and international businesses with the goal of growing the signage and banner market
- Field inbound phone calls from existing customer accounts and new account inquiries
- Develop and compile lists of prospective customers for use as sales leads – based on information from ad inquiries, trade shows, aged leads, business directories, internet websites, and other sources
- Build a pipeline of potential through prospecting for new clients and reactivating dormant accounts
- Maintain and track account progress in CRM
- Meet daily call volume expectations, ensuring new account, revenue and daily call volume goals
- Meet customer support goals in terms of quality and service

Must Have Qualifications

- Great attitude and an ability to work well in a team environment
- Microsoft Office Suite – Word, Excel and Powerpoint
- A strong desire to succeed and help those around you



Employment Type: Direct Hire

Located in Oak Creek, WI

Hours: 40 Hours/Week

Compensation: Base and uncapped commission with a target total compensation around \$100,000

Outstanding Candidates will:

- Understand the needs of our customers and can develop solutions for them to strengthen their business by working with us
- Have a sense of openness and willingness to share their ideas to grow the business
- Have previous experience in the signage and banner market
- Have a competitive fire that drives them

Company Overview

We empower our customers to create sleek and strong finished products with effortless installation. Our team has over 65 years of experience in the industry and we take pride in manufacturing quality products here in the USA, maintaining reliable inventory, offering same-day shipping, and providing award-winning service. We serve the following industries: Awning & Shade Canvas Applications HVAC Industrial Curtains Marine Marquees Pool Covers Staging Tarpaulins Temporary Structure Tenting Truck-Side Signs Large Format Digital Printing Industry: Banners, Pennants, Flag Manufacturers, Sign & Advertising Specialties, Advertising Artwork, Displays, Cutouts and Window, Lobby, Floor and Wall Coverings.

Website: www.kedersolutions.com

Industry: Textile Manufacturing

Company Size: 11-50 employees

Headquarters: Milwaukee, WI

Founded: 2009

Specialties: Keder, Tent Keder, Tenting Supplies, and Banner Keder