Digital Sales Representative Job Description

Job Summary

The Digital Sales Representative (DSR) is an outside sales position responsible for selling Cornerstone Copy Center digital print solutions. Primary focus will be on developing new business both through new customer acquisition and selling new applications/solutions into existing customer accounts. The DSR will be responsible for managing all phases of the sales pipeline. Particular emphasis on identifying and prospecting to new customers and recognizing opportunities to drive profitable revenue in targeted vertical markets. A “Hunter Position” requiring a self-motivated and entrepreneurial individual. The DSR will be responsible for attaining sales goals and communicating progress to goals and strategies/tactics to reach revenue targets with Cornerstone Copy Center management. The DSR will call on executive level decision makers in a consultative sales role and must be able to communicate Cornerstone Copy Center’s value proposition that is solution based and differentiates Cornerstone Copy Center.

Minimum Requirements

• Minimum of three years of business to business outside sales experience.
• Experience developing a new territory including lead generation and cold calling.
• Ability to carry and deliver on a sales budget. Results oriented.
• Strong verbal and written communication skills.
• Able to work both independently and in a team environment.
• Energetic self motivated individual with an entrepreneurial spirit.
• Strong work ethic.
• Able to sell to C-level executives (CEO, CMO, President, VP, Director Level, etc…)
• Organized and detail oriented with professional presentation ability.
• Willing to embrace new technology and social media. MS Office suite proficiency.

Preferred but not Required Experience.

• Experience selling to the Manufacturing, Non Profit, and Education markets.

Cornerstone Copy Center offers a competitive compensation and benefits package. In addition, comprehensive product and solution training will be provided.

Email resume and cover letter to warren@cornerstonecopy.com – no phone calls please. You may also mail it in to warren d. mosier, Cornerstone Copy Center, 13775 Frontier Court, Burnsville, MN 55337.

About Cornerstone Copy Center

Cornerstone Copy Center provides a complete line of document management and marketing solutions including: digital printing; variable data printing; direct marketing services; graphic design; mail services; and a wide variety of print. Established in 1981 Cornerstone Copy Center has two locations in Burnsville and Lakeville where they leverage technology, equipment, and experienced personnel to provide its clients with world class communication solutions.

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.