



Sales Director

Shamrock is a top marketing services provider, and we are looking for a hungry, driven Sales Director to add to our elite team. We will assign an entry level book of business to a candidate who will be expected to develop a significant book of business. This will require delivering *Raving Fan* service to existing clientele, proactively introducing new ideas and service areas, and consistent activity with prospecting to acquire new clients. This is a full-time, exempt position generally working Monday thru Friday from 8:00 am to 5:00 pm and additional hours as needed.

Job Responsibilities

Existing Account Management

- Source and manage client projects with both existing and new supply chain partners in the areas of print, promotional products, and various marketing services
- Proactively introduce creative solutions to clients that will solve problems and drive results
- Diligently follow up on open client proposals
- Understand the clients' overall business objectives, and assure all internal and external resources are aligned to meet those objectives
- Prepare and present business reviews to all clients
- Coordinate and execute lunch and learn meetings
- Occasionally entertain clients and prospects; usually lunch
- Assure client satisfaction and timely cash management (accounts receivables)

New Business Development

- Network in the business community to develop prospective relationships
- Build a database of several hundred qualified prospects at strategic companies
- Consistently nurture prospects using prospect nurturing campaigns, phone calls, etc.
- Effectively present, either in-person or telephone, Shamrock's capabilities
- Ask strategic questions to learn about the client or prospects needs and challenges
- Solicit referrals to generate new business opportunities

Job Requirements

- 1-5 years of sales experience managing existing clients and developing new business relationships
- Highly driven and motivated to develop a loyal, large and profitable book of business that consistently grows
- Comfortable being measured against sales metric activities
- Print production and/or promotional products experience a bonus
- Strong customer service orientation and the ability to work with internal and external resources
- Excellent communication, presentation, persuasion, and listening skills
- Highly organized, detailed, and able to manage multiple projects at one time and work under pressure to meet very tight deadlines
- Strong proficiency in MS-Office suite; Excel, Outlook, PowerPoint, etc.
- Adherence to policies, and promote and support company philosophy