

Career Opportunities - 2025

Who we are looking for:

SALES REPRESENTATIVES California (San Jose & Los Angeles) Portland, Oregon

We are looking for a candidate with a solid sales background who can quickly learn on the job and eventually work independently. The candidate will have the opportunity to work with the most knowledgeable team in the wide format business. The position will demand excellent people skills to successfully engage with customer prospects and existing customers. The Sales Representative is required to provide wide format solutions (products and equipment) to mutually boost customers' and SGP's top-line revenue growth and profitability. This is a full time position with added benefits and perks including, medical, dental, vision, 401K, profit sharing, car/mileage reimbursement and training.

Responsibilities

- Present, promote and sell products/services to existing and prospective customers in a designated territory
- Perform cost-benefit and needs analysis of existing/potential customers to exceed their expectations
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer through cold calling, existing business and CRM
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends, willingness to learn new products
- Continuously improve through feedback
- Grow the territory and enjoy the process of learning and being a part of a creative space

Qualifications:

- Ability to learn the sales process and be willing to run the Sonoma Sales cycle
- Excellent knowledge of MS Office and ability to use technology for communication
- Ability to build productive business professional relationships and show value
- Highly motivated and target driven
- Excellent selling, negotiation and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Personable, enjoyable and coachable
- Ready to learn and have fun with the most comprehensive creative product line unmatched in the industry

Send your resume to:

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 sommer@sgpweb.com

