



Silverstate Printing & Mailing

Job Title:	Account Executive (Sales Executive)	Job Category:	
Department/Group:	Admin.	Job Code/ Req#:	600
Location:	Las Vegas, NV	Travel Required:	Within the greater Southern Nevada city limits and limited overnight
Level/Salary Range:	Commission based	Position Type:	Full Time
HR Contact:	Eileen Cook	Date posted:	February 1, 2014
Will Train Applicant(s):	Yes	Posting Expires:	Open
External posting URL:	https://www.silverstatesolutions.com/forms/employment.html		
Internal posting URL:			
Applications Accepted By:			
FAX OR E-MAIL: 702-489-2163 or eileenc@silverstatesolutions.com Subject Line: Attention: Eileen Cook		MAIL: Hiring Manager Silverstate Printing & Mailing 3585 East Patrick Lane, Ste 200 LV, NV 89120	
Job Description			
Profile: Silverstate Sales Professionals are responsible for introducing and selling our entire line up of service offerings to our clients and prospects. We offers an extremely competitive compensation plan including uncapped commissions, an expense allowance and the opportunity to achieve monthly and quarterly performance based bonuses and incentives. We at Silverstate will help you thrive as a sales representative by providing high level industry sales training and an excellent support structure (e.g. sales marketing).			
Job Description: As a Silverstate Sales Professional, your primary responsibility will be to sell our digital reproduction solutions, mailing and fulfillment services to accounts within your assignment. Your job duties will include prospecting for new business while maintaining and expanding our footprint within our current clients. You will be required to achieve your quota by consistently performing the required daily activities to build a significant pipeline of qualified opportunities. You will also be responsible for identifying clients' needs, identifying significant pain points as well as doing proposals, facility tours and presentations.			
Qualifications:			
<ul style="list-style-type: none"> • The ideal candidate for this job will have a 4-year college degree or equivalent experience in a related field • 1 or more years of business-to-business outside sales experience preferred • Valid driver's license and reliable transportation required 			



Silverstate Printing & Mailing

- Positive disposition -- a 'can-do' attitude
- Great communication skills -- both oral and written
- Good listener – ability to listen to our clients to understand their needs
- Basic fundamental understanding of sales skills and techniques and wanting to expand your skill set through additional sales training
- Willing to work within a fast paced, aggressively growing company
- Communication, relationship building, customer service, prioritization, account forecasting / planning, negotiating, consultative selling and superior organizational and time management skills
- Ability to perform without direct supervision
- Proficient computer skills (e.g., MS Office, Word, Excel, PPT, etc.) a must

We are an Equal Opportunity Employer.

Who are we?

Silverstate Printing & Mailing is a full-service printing and mailhouse offering graphical services, digital printing, variable printing, mailhouse services, lettershop services, warehousing, and data services.

PLEASE INCLUDE A COVER LETTER AND RESUME WITH YOUR APPLICATION.

Reviewed By:		Date:	Click here to enter a date.
Approved By:		Date:	Click here to enter a date.
Last Updated By:		Date/Time:	