



Poor Richard's Press

SINCE 1947

Job Description: Poor Richard's Press

Sales Representative - San Luis Obispo, CA

Full-time position

\$20 - \$30 an hour plus Bonuses

To apply, email your resume and cover letter to eventura@prpco.com

Job Summary:

Poor Richard's Press is looking for a results-driven sales representative to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer to boost top-line revenue growth, customer acquisition levels, and profitability. This position requires a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong negotiating skills and the ability to showcase our offerings in a compelling way. It's essential that our sales rep be personable and professional.

Objectives of this Role

- Represent our company's products and services, starting with a deep and comprehensive understanding and following with consumer research to identify how our solutions meet the needs of consumers.
- Create visibility for the company & products within the industry.
- Plan and organize personal sales strategy by maximizing the Return on Time Investment for the territory.
- Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics.
- Generate leads and build relationships by planning and organizing daily work schedules to call on existing or potential sales customers.
- Track all communication and orders in the company CRM.
- Develop and implement territory action plans through comprehensive data analysis and adjust sales techniques based on interactions and results in the field.
- Work directly with customer service reps and management to develop clear and effective written proposals/quotations for current and prospective customers.
- Expedite the resolution of customer problems and complaints.

Daily and Monthly Responsibilities:

- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities.
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage the sales cycle to close new business in all service categories offered.



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- Possess in-depth product knowledge and be able to conduct demos and handle objections.
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations.

Assigned Territory

San Luis Obispo County/Santa Barbara County

(Territory & Accounts may be subject to change at any time)

Skills and Qualifications

- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Personal integrity
- Ability to travel, work weekends and evenings
- Proficiency with sales management software and CRM (preferred)

Job Type

Full time

Pay

\$20.00 - \$30.00 per hour

Benefits

- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Mileage reimbursement
- Paid time off
- Paid training
- Travel reimbursement
- Vision insurance

Schedule

- 8-hour shift
- Monday to Friday

License/Certification

- Drivers license (Required)