



# imprint plus

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## Sales Account Representative

Imprint Plus  
Toronto, ON

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At Imprint Plus, we build connections between our customers and their customers through our innovative name badge and signage systems. For over 30 years, we have been using high quality, environmentally friendly materials and processes to build programs for over 37,000 customers in 102 countries, ranging in size from Fortune 500 multinationals to small owner managed businesses. We are looking for positive and passionate people to join our team who share our commitment to excellence, collaboration and teamwork.

We are currently looking for our next **Sales Account Representative**. This is a key role, central to driving profitable growth at Imprint Plus.

### On any given day you'll be doing one or all of these things:

- Manage current customer base to meet budget
- Develop new business to meet budget and maintain base
- Respond to daily communication in a timely manner, especially when related to sales progressions, customer or prospect requests, and other department requests within deadlines
- Maintain and refine an ongoing prospect list as directed by the Sales Manager

### Desired Education, Skills & Experience:

- 2+ years relevant work experience in sales for manufacturer, retailer, or related industry
- Familiarity with Microsoft Dynamics CRM and Navision would be an asset.
- Competent in Microsoft office suite products
- Experience with entering orders and quotations and updating customer accounts, pricing and lead times as per the company procedures.

**HEAD OFFICE** 21320 Gordon Way, Unit 260  
Richmond, BC | V6W 1J8 | Canada  
tel: 604.278.7147 fax: 604.278.7149  
toll free: 800.563.2464

Suite 201 – 100 Front Street East  
Toronto, ON | M5A 1E1 | Canada  
tel: 416.229.2089 fax: 416.229.2050  
toll free: 888.563.2464

**UNITED STATES**  
C/O Door A37  
1201 C Street NW  
Auburn WA 98001



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- Experience in the areas of activity Management, Lead Generation, and Management, Segmentation, External List Management, Campaign Management and Account and Contact Management
- Ability to demonstrate the following:
  - Strong attention to detail in a fast paced environment including organizational skills and follow through
  - Ability to recognize opportunities for growth in existing accounts
- Continuous learning with a keen interest in acquiring the ability to develop new business; and learning how to develop and manage budgets and forecasting; and learning new negotiation practices or techniques, contract review, and strategic planning.
- French and/or Spanish language skills are an asset

If you feel that you meet the requirements listed above, please submit your current curriculum vitae and cover letter that showcases how you feel you are the right fit for this role.

We look forward to hearing from you soon!

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