

COPYPRO, INC.

\$50k to \$100k Annual Income

Eastern North Carolina's leading office equipment and document management company since 1971 is growing again. Join our professional sales team marketing exciting office solutions to eastern North Carolina's leading businesses.

You do not want to miss this opportunity!!

Enjoy the benefits and income normally reserved for major cities while enjoying the quality of life only found in eastern North Carolina.

Women and Men have the opportunity to earn higher than average incomes without the requirement of a college degree. Sales or sales related experience preferred. Proven work ethic, self-discipline, excellent interpersonal skills and professional appearance a must!

Basic Function:

Market and sell full line of document management products (hardware, firmware, and software) and service to customers in a specific geographic territory.

Major Responsibilities:

Attain assigned sales targets

Develop and manage all assigned accounts in assigned geographic territory

Maintain current contact lists and contact with each customer periodically

Develop new accounts in assigned geographic territory

Effectively utilize provided technology to manage your territory (laptop, database, reports, software. etc.)

Prepare and deliver effective presentations to customers as needed

Be prepared to come into the office and make a spontaneous presentation to the Chief Operating Officer and/or Corporate Trainer

Prepare weekly sales reports

Attend, actively participate in, and complete training seminars and sales meeting as required

Become proficient and routinely utilize the Training Websites of our Equipment Manufactures to further your product knowledge and sales skills knowledge

Gain an understanding and communicate the benefits of document management utilizing our current line of products

Key Working Relationships:

Report directly to Sales Manager

Work closely with other team members such as sales, service, supplies, leasing administration and warehouse

Coordinate and utilize corporate support

Scope:

Support company initiatives to maintain and service current customer base and support customer base growth

Education and Experience Requirements:

Bachelor's degree preferred

High School diploma required

Successful outside sales experience preferred

Proficiency in MS Office products required

**To find out more about this great opportunity send resume and cover letter to:
kjackson@copypro.net**