



Sales Representative (Greater Chicago)

Location: Greater Chicago, Illinois
Department: Sales
Reports To: Territory Sales Manager

Advantage is looking for a sales representative to join its sales team. This individual would be responsible for the sale of sign making supplies and equipment throughout Illinois, with a primary focus on the greater Chicago area. This is an entry level sales opportunity and the representative will report to the Territory Sales Manager for Illinois. Compensation includes base earnings and car allowance.

Primary Job Duties:

- Make sales calls and visits to prospective customers within the territory
- Make follow-up calls and visits to current customers within the territory
- Maintain contact with customers via telephone, email communication, and face-to-face visits.
- Develop and grow customer base within the assigned territory
- Become a consultant to customer base by solving production problem and issues
- Perform equipment demonstrations
- Grow market share and customer base within the territory
- Occasional set-up and training for customers on new equipment
- Develop strong working relationship with local Advantage branch manager
- Become a resource to customers by keeping them informed about new products and services.
- Quote prices and credit terms, prepare sales contracts for orders obtained
- Participate in local Advantage branch demonstration days and open house events

Desired Experience:

- BA in Business, Marketing or related field
- 1 yr. of field sales experience, a plus

Specific Skills Required:

- Computer knowledge – Windows based system
- Assertive, outgoing
- People oriented

- Self-motivated
- Problem solving abilities
- Negotiation skills
- Driver's license is required

Work Environment:

- Home office
- Visiting customer and vendor locations

Physical Demands:

- Ability to work long days, with some overnight travel required
- Extensive driving is required
- Extensive use of computer and telephone
- Independent, work on own

Interested applicants please submit a cover letter and resume via email to HR@advantagesgs.com or by fax to 616-656-8103.

Equal Opportunity Employer

Advantage provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, pregnancy, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. Advantage complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Advantage Sign and Graphic Solutions expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, pregnancy, genetic information, disability, or veteran status. Improper interference with the ability of Advantage's employees to perform their expected job duties is absolutely not tolerated