



Open Positions At Communication Graphics
Tuesday, January 18, 2011

To apply for a position:

- a. Email resume (position title, salary, cover letter in MS Word) to jobs@CommunicationGraphics.net, or ...
- b. Fax resume (position title, salary, cover letter or application form)
Attn: Human Resources Manager (918) 251-8041.
- c. If selected for an interview, you will fill out a formal application at that time.

We are currently accepting applications for:

Account Executive – Consultative Sales
Associate Account Executive

Please page down to see our current opportunities ...



Account Executive - Consultative Sales

Communication Graphics Inc. is seeking an account executive to prospect, sell and service customers across the country. This is a consultative sales position and requires little travel.

We are a manufacturer of UV printing specializing in signage, decals, labels and point-of-purchase selling to top brands across the country and abroad. Our offices are located in a modern facility in Broken Arrow, Oklahoma, just off of Highway 51/BA Expressway, 15-minutes from downtown Tulsa.

Requirements:

- Minimum of three or more (3+) years selling products business-to-business. Prefer experience selling products or services in the marketing, printing or advertising field.
- Bachelor's degree preferred; marketing degree or related field a plus.
- Inside and outside sales experience –talking to customers over the phone, preparing intensive proposals and then visiting them in person or at trade shows.
- Demonstratable success in consulting customers on creative and/or technically complex products.
- Demonstratable skill in writing and the development of complex sales proposals.
- Outstanding organizational skills –must be able to multi-task and track many projects in a busy environment.
- Operational knowledge of MS Word, Outlook, Excel. Assessment of skills required.
- Superior vocabulary and basic math skills.
- Experience in the sales of printing, advertising or marketing communication products or service is a PLUS.

Responsibilities:

- Identify, prospect, sell and consult prospects and customers in assigned vertical markets.

- Estimate print jobs, track prospect and customer activity, develop and operate sales and marketing strategies, track sales, handle jobs from initiation through to completion.
- Make 45-50 outgoing calls to service existing customers and develop new ones.
- Track print jobs through to completion and customer satisfaction.
- Meet quota –sales goals. Analyze vertical markets, assess potential and plan unique strategies to achieve goals.
- Complete and track results through completing weekly and monthly reports.
- Complete internal job paperwork.
- Plan and conduct a marketing campaign to specific vertical markets with provided materials.
- Minimum 40-45 hours per week, Monday through Friday, 8am-5pm and any additional as necessary to serve customer need. Sales meeting weekly on Thursday's beginning at 7:30am. First year employees work 45/weekly.

Pay/Benefits:

This position receives a base pay plus commission. Benefits after 90-days of successful employment including health, life, dental, optical, FSA, 401k and optional short-term disability.

How to Apply:

Email the following items to: Jobs@CommunicationGraphics.net

- Resume
- Salary history of your last three positions.
- Pertinent documentation showing sales growth/success.

Associate Account Executive - Consultative Sales

Communication Graphics Inc. is seeking an account executive to prospect, sell and service customers across the country. This is a consultative sales position and requires little travel.

We are a manufacturer of UV printing specializing in signage, decals, labels and point-of-purchase selling to top brands across the country and abroad. Our offices are located in a modern facility in Broken Arrow, Oklahoma, just off of Highway 51/BA Expressway ... 15-minutes from downtown Tulsa.

Requirements:

- Minimum of 1+ years selling products business-to-business. Prefer experience selling products or services in the marketing, printing or advertising field.
- Bachelor's degree preferred; marketing degree or related field a plus.
- Inside and outside sales experience –talking to customers over the phone, preparing intensive proposals and then visiting them in person or at trade shows.
- Demonstratable success in consulting customers on creative and/or technically complex products.
- Demonstratable skill in writing and the development of complex sales proposals.
- Outstanding organizational skills –must be able to multi-task and track many projects in a busy environment.
- Operational knowledge of MS Word, Outlook, Excel. Assessment of skills required.
- Superior vocabulary and basic math skills.
- Experience in the sales of printing, advertising or marketing communication products or service is a PLUS.

Responsibilities:

- Identify, prospect, sell and consult prospects and customers in the entertainment and media vertical markets.

- Estimate print jobs, track prospect and customer activity, develop and operate sales and marketing strategies, track sales, handle jobs from initiation through to completion.
- Make 30-40 outgoing calls to service existing customers and develop new ones.
- Track print jobs through to completion and customer satisfaction.
- Meet quota –sales goals. Analyze vertical markets, assess potential and plan unique strategies to achieve goals.
- Complete and track results through completing weekly and monthly reports.
- Complete internal job paperwork.
- Plan and conduct a marketing campaign to specific vertical markets with provided materials.
- Support sales, marketing and processing efforts of a senior account executive including developing estimates, processing art and executing marketing campaigns. Serving as an excellent training tool, this portion of the job will make up 35-45 percent of this position’s time reducing as time goes by.
- Minimum 40-45 hours per week, Monday through Friday, 8am-5pm and any additional as necessary to serve customer need. Sales meeting weekly on Thursday’s beginning at 7:30am. First year employees work 45/weekly.

Pay/Benefits:

This position receives a base pay plus commission. Benefits after 90-days of successful employment including health, life, dental, optical, FSA, 401k and optional short-term disability.

How to Apply:

Email the following items to: Jobs@CommunicationGraphics.net

- Resume



- Salary history of your last three positions.
- Pertinent documentation showing sales growth/success.