

# BarkerBlue

DIGITAL IMAGING

**Position Title:** Account Executive – Color

**Position Reports to:** Director of Sales

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## **Company Description:**

Our Color division specializes in the short-run fulfillment of printed materials for promotional events, campaigns, meetings, presentations and ongoing marketing efforts for corporate customers.

We combine the latest technology with our highly trained team of experts who focus exclusively on individual customization. The result...high quality, fast turnaround and unmatched personal service.

## **Position Summary:**

Account Executives are responsible for increasing the sales of high quality, all color printing in the San Francisco Bay Area. This position will focus on increasing sales from Sales, Marketing and Presentation-driven Corporate clients as well as Design Professionals.

## **Responsibilities:**

- Present BarkerBlue's services to existing and new Clients
- Network in our region to create high visibility for BarkerBlue
- Prepare written proposals for new projects or services
- Regular phone, email and in-person contact with clients
- Understand and be able to demonstrate competing technologies & services
- Responsible for individual lead generation
- Responsible for being a team player and responding to any and all duties as assigned by the Director of Sales

## **Qualifications:**

- Outside Sales Experience required
- Previous Color, Marketing or Graphic Design experience helpful, but not required
- College education

For consideration, please send your resume to: [jobs@barkerblue.com](mailto:jobs@barkerblue.com).