



## **Great Benefits. Industry-Leading Print & Scan Technology. Endless Potential.**

**California Surveying & Drafting Supply (CSDS)**, a leader in digital technology and the #1 HP Designjet reseller in the U.S., is growing! - and we are seeking an Account Executive to join our Printing & Imaging sales team and support our customers in the Greater San Diego Area. CSDS delivers leading, real-world solutions for our clients small and large-format printing and imaging needs, including: HP, Contex, Widetek and Xerox multi-function printers, copiers, scanners and supliestechnology commonly used within the Architectural, Engineering and Construction (AEC) and related industries. Our customers include the State of California, Cal Fire, US Forest Service, Google, PG&E, Rex Moore and many other respected corporations. If you have a passion for digital technology and are driven to contribute your personal best, this position may be for you!

### **The ideal candidate will be able to:**

- Drive sales revenue and market share by managing a defined territory to achieve quota
- Prospect new clients within a specified territory, and present and sell CSDS imaging solutions (HP, Contex, Widetek and Xerox) with a focus on color wide-format printers and multi-function products
- Work with clients to understand and identify their objectives and equipment/supply needs
- Develop strong relationships with clients and deliver high levels of customer care
- Prepare proposals and presentations, and conduct product demonstrations and training as needed
- Maintain records of all account activity within the sales database
- Maintain contact lists for each account

### **The desired candidate will possess the following qualifications and experience:**

- Successful sales experience selling specific business system products and services, including color wide format printers, MFP's and copiers
- Entrepreneurial experience and goal-driven focus
- Strong client-facing skills and effective selling to an executive, owner, and/or decision maker with a consultative approach
- Demonstrated fearless cold calling, prospecting, and a business acumen to include sales quota achievement and the ability to close sales
- Excellent verbal and written communication skills
- Ability to work autonomously while demonstrating excellent time management skills
- Experience working with Architects, Engineers and Construction (AEC) professionals a plus
- Valid CA Driver's License & Clear DMV print-out

### **The right candidate will be offered the following:**

- A salary commensurate with your experience, plus a generous sales commission
- Bonus commissions for exceeding sales quota going back to dollar one
- Monthly and quarterly 'spiffs' and bonuses
- Company paid 401K contribution guaranteed
- Vacation pay
- Sick and holiday pay
- Company vehicle or car allowance and gas
- Phone/Computer/demonstration tools
- Full medical and dental insurance
- And more!

### **ABOUT CSDS:**

Established in 1986, California Surveying & Drafting Supply Inc, a leading solutions provider serving architects, engineers, contractors, land surveyors and GIS professionals throughout California, is California's largest distributor of large-format printers, scanners, copiers and multi-function printers. Through our Printing & Imaging Division, we proudly offer innovative solutions from HP, Contex, Widetek and Xerox and support them with an experienced factory-trained and authorized sales and service team to ensure your complete satisfaction.

If you are looking to work for a family-oriented company with growth opportunities, great benefits and talented, passionate co-workers, we welcome the opportunity to discuss what the next successful years in your sales career could look like here at CSDS!!

**For immediate consideration, please upload your resume and cover letter as instructed.**