



Great Benefits. Exciting Digital Technology. Endless Potential.

California Surveying & Drafting Supply (CSDS), a leader in digital technology and service throughout California, is growing and we're looking for an experienced salesperson with a comprehensive knowledge of the Sign and Graphics industry to join our Printing & Imaging Division, and build our business in the San Francisco Bay Area. CSDS is the #1 HP DesignJet dealer in the United States and an authorized and respected distributor for Seiko, Xerox, Contex MFP's, copiers, scanners and more. Our customers are some of the largest government and private firms in the region, including: Zoll, Crisp Imaging, PG&E, Philip Bond Photography and many more. If you have a passion for sales and industry leading technology, and want to work for an established company where your knowledge and hard work will be rewarded, this position may be for you!

The ideal candidate will:

- Serve as a sales and subject matter expert responsible for providing technical expertise that results in successfully selling and integrating HP Latex and Color wide-format printers and associated solutions (laminators, cutters, etc) into any qualified environment
- Prospect new clients with a focus on environments including, but not limited to: commercial printers, copy shops, sign shops, repro shops, design agencies, etc.
- Demonstrate fearless cold calling, prospecting and a business acumen to include sales quota achievement and the ability to close sales
- Work with clients to understand and identify their objectives and other needs
- Prepare proposals and presentations, and conduct product demonstrations and training as needed
- Utilize SalesForce to maintain a record of all activities inside of each account. This involves many varied tasks not limited to daily updates on account activities using the notes and history section, maintaining up-to-date and accurate information on account actions, and identifying and recording competitive information on accounts.
- Drive sales revenue and market share by managing a defined territory to achieve quota
- Develop strong relationships with clients and deliver high levels of customer care
- Perform other duties as assigned

Qualifications/Experience:

- 4-year college degree (preferred)
- Minimum of 2-4 years of sales experience; industry selling experience is preferred with previous experience selling into digital graphic arts and color environments preferred
- Must have experience and understanding in technologies surrounding networks, RIPS, color profiling and media related to the graphic arts wide format market
- Must have experience in the sale of graphic arts wide format printers and network products into a variety of user environments
- Must have C Level communication capabilities and ability to drive sales engagements independently at said levels of contact inside a multitude of Industry types
- Must have the ability to build, on the basis of the prospect's requirement, an accurate ROI for purchase justification
- Requires experience as a negotiator and tremendous objection handling skills
- Must have excellent verbal and written communication skills
- Must be a self starter with complete self accountability
- Requires a valid California Driver's License and clean DMV

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 authorized distributor of large-format printers, scanners, copiers and multi-function printers MFP's. 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 as an end-user.

CSDS has 90+ employees with locations in Sacramento, Dublin and Fresno, and satellite offices in Los Angeles and San Diego.

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.