



## Territory Sales Representative, Eastern Michigan

Department: Sales
Reports to: Vice President of Sales
FLSA Status: Exempt
Compensation: Base, Commission, Car Allowance

Advantage Sign and Graphic Solutions has been serving businesses in the sign and graphics industry for over 20 years. We operate under the following guiding principles: Responsibility, Integrity, Stewardship, and Excellence.

Advantage has grown based on the concept of providing specialized service. In a rapidly changing and dynamic industry, by maintaining this concept we are able to provide quality products and exceptional services.

Advantage Sign and Graphic Solutions is looking for an energetic, experienced territory sales representatives to maintain and develop the territory of Eastern Michigan. The ideal candidate would be based in the Ann Arbor/Greater Detroit area. The territory includes the following counties: Cheboygan, Otsego, Crawford, Roscommon, Gladwin, Midland, Gratiot, Clinton, Ingham, Jackson, Hillsdale, and the Michigan counties east of those named.

### Primary Job Duties

- Make sales calls and visits to prospective customers in assigned territory.
- Make follow-up calls and visits to current customers within the assigned territory.
- Troubleshoot customer problems and issues
- Grow market share and customer base within the assigned territory.
- Sell customer supplies and equipment.
- Develop strong working relationship with local branch manager.
- Perform demonstrations of equipment.
- Keep customers updated and informed on new products.
- Quote prices and credit terms and prepare sales contracts for orders obtained
- Attend sign shows

### Desired Experience

- BA in Business, Marketing, or related field
- Minimum of 3-5 years of outside sales experience
- Graphic or sign industry experience, preferred
- Experience in developing new territories, preferred
- Proficient in Spanish, preferred

**Specific Skills Required**

- Computer knowledge – Windows based system
- Assertive, outgoing
- People oriented
- Self-motivated
- Problem solving abilities
- Negotiation skills
- Ability to work Independently
- Excellent Driving Record

**License Required**

- Valid Driver's License

**Physical Demands**

- Extensive travel is required
- Extensive time is spent in personal vehicle, driving to customer locations
- Ability to work long days

**Work Environment**

- Independent, work on own
- Frequent driving
- Work from home
- Visits to customer and vendor locations
- Occasional visits to Branch location
- Significant travel

Interested applicants please submit a cover letter and resume via email to [HR@advantagesgs.com](mailto: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