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Document Solutions, LLC

## Sales Representative

### JOB DESCRIPTION

EGP is a wholly owned subsidiary of Kyocera Document Solutions America, Inc. a global provider of computer connectable document imaging and document management systems including software applications, network-ready digital MFPs/printers, multifunctional products and wide format imaging solutions. EGP is seeking enthusiastic Sales Representative to join our team.

#### Essential Duties and Responsibilities:

- Selling/leasing office technology by setting appointments; analyzing needs; demonstrating equipment; outlining alternatives; and recommending solutions
- Accomplishing sales objectives by successfully executing professional sales and marketing strategies
- Maintaining and supporting current customers in the assigned territory
- Prospecting and securing new accounts
- Planning and presenting demonstrations, proposals, and value propositions that address customers' document management needs
- Continuously updating your knowledge of the company as well as your knowledge of our current product line and competing product information

#### Requirements:

- Bachelor's Degree in Business curriculum or minimum of two years proven business-to-business sales performance
  - Knowledge of general sales techniques, cold calls, sales closings, etc.
  - Ability to develop a profitable and diverse book of business through contact management, lead generation, personal referral, networking, and customer retention
  - Strong communication, presentation, written, and PC skills are required
  - Entrepreneurial, self-starter attitude
  - Knowledge of networking and connectivity
  - Ability to sell to customer needs
  - Professional attitude
  - Customer service orientation
  - Ability to pick up on new technology
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- Base Salary commensurate with experience, plus a generous commission package, including bonuses, spiffs and trips.
  - Benefits package, including medical/dental insurance, 401K, paid vacation and paid holidays.

For consideration, please submit resume to [hr@egp.com](mailto:hr@egp.com)