



Due to the reorganization of Xerox Ltd. on the global level, as well as changes in operations that have taken place in our region, **Xpro doo** became a regional **Master ASP (Authorised Service Partner)**, with organization, quality of sales and maintenance service are at maximum compliance with the standards of Xerox Corporation. In line with that and further expanding the scope and quality of customer service, Xpro announces a competition for:

## Graphic Production Sales Specialist

### *Purpose:*

The Graphic Production Sales Specialist is a direct sales professional and subject matter expert responsible for selling the entire solution portfolio, customer retention, territory penetration that delivers new business development, and volume and profitable revenue growth in customer and non-customer Graphic Communications accounts.

### *Primary Accountabilities:*

- Identify new potential clients and sell Xerox Graphic Communications products/solutions. Create long term relationships with clients
- Maintain sustained sales activities; phone calls, prospecting, qualifying and making customer calls, appointments, assessments, proposals, database updates and closing new business
- Maximize cross-selling by providing a consultative approach to all sales calls
- Utilizes the internet to research prospects and qualify leads to increase contact to appointment ratio benchmarks
- Attends and participates in sales seminars and sales meetings to develop sales skills.
- Present value propositions and technology demonstrations to decision makers
- Committed to personal development in order to stay up to date on market trends and impacts
- Develop and maintain positive working relationships with a network of peers, business leaders and customers

### *Qualifications Required*

- 2+ years of graphic printing sales experience
  - Personal drive toward high achievement
  - Must have tenacity
  - High School Diploma is a must; college degree preferred
  - Ability to multitask in a fast moving environment
  - Diligent work ethic
  - Excellent analytical, organizational and problem solving skills
  - Excellent interpersonal and communication skills
  - Strong attention to detail
  - Entrepreneurial spirit
  - The Graphic Production Sales Specialist must possess strong computer literacy in Word, Excel, PowerPoint and Sales Activity/Contact Management Systems.
- Successful candidates will be able to successfully work autonomously while demonstrating excellent
- time management skills.
- Consultative selling and negotiating skills and strong client-facing skills and effective selling to an executive, owner and or decision maker.
- Excellent verbal and written communication skills are essential. A valid driver's license is required.



If you believe you are the right person for XPRO team, please send your CV in English, to our e-mail address [konkurs@xpro.rs](mailto:konkurs@xpro.rs), with full confidentiality.