

Title: Library Sales Representative for the North Central Region

Status: Full-time Salary

ROP: DOE + Commission

Reports to: National Sales Manager

Description:

Under the direction of the National Sales Manager, the Library Sales Representative is responsible for the successful promotion and sale of Blackstone Publishing products, including but not limited to Audio Books, Print Books, and Digital Books in public and academic libraries, government institutions, as well as public and private retail organization within the North East region of the United States.

Primary Responsibilities:

- The primary function of the Library Sales Representative is to initiate sales and marketing calls to prospective and current libraries.
- Customarily and regularly engage with our current and/or potential clients on sales trips for a minimum of two weeks a month, overnight travel is required
- Document sales efforts by appropriately using call logging system and/or CRM module.
- Build and expand accounts by maintaining rapport; answering requests; introducing new products and services, studying account needs and coordinating with external sales force as needed.
- Resolve customer complaints by investigating problems; developing solutions; preparing reports and making recommendations to management.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Aggressively pursue orders, sell and promote Blackstone Audio products to existing and prospective customers in assigned territory.
- Service all customers, in a professional manner. resolves customer service problems to the mutual satisfaction of both the company and the customer.
- Territory includes: MI, OH, WV, PA, MD, VA, NY, DE, NJ and Ontario.

Requirements:

- It is our preference that the candidate lives in the North East region
- Two years selling experience
- Experience making outbound sales calls as well as account management experience
- Must acquire and maintain knowledge of Blackstone products and services
- Effective communication, teamwork and interpersonal skills with excellent cold calling skills
- Detail oriented, enthusiastic and quick learner
- Positive, professional, customer-focused demeanor
- Proficient in Microsoft Outlook, Word, Excel and Sales Force

- Must have a valid driver license and passport
- Must be an avid reader and be able to converse about books

Company: [BLACKSTONE PUBLISHING](#)
Location: REMOTE
How To Apply For This Job: Via Email to HR@blackstoneaudio.com
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