



Overview

Lasers Resource is a full-service managed print dealer located in Grand Rapids, MI. We are an HP Premier Partner & Xerox Gold Partner. Our offerings include copiers and printers, managed agreements that include supplies, service and parts, and document solutions. We have been in business for 27 years and we are growing.

If you are interested in learning more about Lasers Resource or joining our team more information can be found on our website at www.lasersresource.com.

Position Summary

Our sales representatives work as part of a dynamic team of professionals. Primary responsibilities include prospecting corporations that can benefit from managed print services, closing new business, and managing accounts. Daily activities include meeting with and qualifying prospects, generating leads, conducting needs assessments, tailoring solutions, proposing agreements, and managing customer relationships and conducting business reviews.

Compensation and Benefits

- 📌 Base Salary: YES
- 📌 Commission & Bonus: YES
- 📌 Vacation & Sick: YES
- 📌 Health Insurance: YES
- 📌 Dental Insurance: YES
- 📌 Retirement Plan: YES
- 📌 Phone Reimbursement: Yes
- 📌 Vehicle Reimbursement: Yes

Primary Responsibilities

1. Manage sales leads and opportunities, and CRM entry. (Salesforce.com)
2. Prospect heavily in the field, on the phone, using email and social media
3. Develop new and existing client relationships at the manager and executive level
4. Assess customer environments and develop solutions that will accomplish organizational goals
5. Collaborate with our operations and administrative departments to ensure client satisfaction

Desired Skills

- 📌 Bachelor's degree in business or related field
- 📌 Proven results in enterprise sales
- 📌 Experience selling non-tangible goods is desired (Industry experience preferred)
- 📌 Extremely hard working and self-motivated
- 📌 Significant critical thinking capabilities including human relationships and business dynamics
- 📌 Proficient in Microsoft Word and Excel
- 📌 Ability to thrive in competitive environment