



Enthusied about moving to the future of book manufacturing?

Webcom is looking for an Inside Account Executive - Coatings!

Webcom is looking for visionary employees who thrive in a stimulating fast paced environment with growth potential. We are an equal opportunity employer and we provide a competitive compensation and benefits package.

About Webcom Inc.

Webcom is a leading Canadian print solutions provider servicing the North American market for over 40 years. With a long history of technology leadership, Webcom offers innovative print solutions to address the challenges of high inventory and production costs. Webcom has invested \$30 million in new digital inkjet presses, frontend technology and finishing equipment since 2011. Webcom operates out of a 170,000-square foot manufacturing plant located in Toronto and employs 200 people.



Looking for a great opportunity to develop your career in Sales? This job might be just for you. We are looking for driven candidates with a “Can DO” work ethic. At Webcom we reward employees who are ambitious about change and growing the business. The Inside Account Executive is a critical member of the Sales team, responsible for achieving annual sales forecasts and maximizing revenue from assigned customers within all markets.

Required Skills & Experience:

- Diploma or Degree in Business Administration, Graphic Communication Management, or related field of study, or equivalent experience
- Strong attention to detail
- Strong computer skills, particularly MS Excel. CRM Dynamics exposure would be an asset.
- Proven ability to work in a fast-paced environment
- Proven ability to work in a team environment
- Strong verbal and written communication skills
- **We will train a new graduate with a good attitude**

Key Responsibilities:

- Qualifying customer opportunities, generating quotes and booking jobs, following up with customers (re. open/unconfirmed quotes), and clarifying order details.
- Build sales through calling existing accounts.
- Work directly with current accounts to identify needs, business opportunities to generate sales.
- Account maintenance using CRM.
- Discuss business solutions with Customers to best address their business challenges.
- Consistently achieve or exceed monthly, quarterly and yearly forecast targets.
- Preparation and presentation of customer proposals.

Please submit your cover letter and resume to human.resources@webcomlink.com noting the job title. Only those selected for interview consideration will be contacted. Webcom encourages applications from all qualified candidates. In accordance with the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act, should you require accommodation in the interview and selection process please provide your accommodation needs in advance. You may also be required to submit adequate medical/other documentation to Human Resources to support your request for accommodation. Check us out at www.webcomlink.com/careers !