



Apex Graphics Inc.
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BUSINESS DEVELOPMENT REPRESENTATIVE

Who Are We?

Apex Graphics is a leading Canadian supplier of quality assured, precision-folded package inserts and outserts for the pharmaceutical cosmetic and food processing industries.

Apex is dedicated to our people. The people we hire are the cornerstones of our success. Their ideas, commitment and connection to our customers are truly the essential elements in how we succeed.

We are an established company passionate about growth, both yours and ours. That's why the successful person will be enrolled a formal sales training program. We know that when you succeed, we succeed.

Who Are You?

You are a motivated and ambitious individual wanting to prove yourself in a sales role. Our ideal candidate will be hungry to seek out potential opportunities in our target markets and will drive business opportunities.

This person will generate leads, with the unique opportunity to create and apply an effective sales strategy to generate new business avenues at Apex Graphics.

If you have a passion for developing strong client relationships, a willingness to learn, to grow, and love to work in a team environment this could be the opportunity for you!

What Will You Do?

- Own outbound sales development funnel; includes identification, lead engagement and qualification
- Establish relationships with key decision makers
- Attend prospective client meetings, respond appropriately to questions, and give presentations
- Handle inbound, unsolicited prospect calls
- Attend industry conferences or trade shows as assigned
- Work closely with Customer Service and Production teams to ensure quality product execution
- Input and manage data accurately through the company's CRM (Salesforce)
- Identify customer's goals and pain points and recommend an effective solution along with a business roadmap
- Assist the internal marketing team to build a digital reputation for the Apex Graphics; create blogs and white papers as marketing material to highlight previous success stories
- Prioritize work appropriately with numerous opportunities and projects at one time

What Experience Do You Bring:

- Minimum of three (3) years of sales experience, includes responsibility for full sales cycle from prospect to close
- Post-Secondary degree or diploma in business, marketing, or a related field
- Previous experience using Salesforce CRM software an asset
- Excellent interpersonal, communication, and relationship management skills
- A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and problem solving skills

- High level of integrity, confidentiality, and accountability.
- Ability to respond appropriately in high-pressure situations with a calm and steady demeanor
- Ability to travel locally throughout the GTA and occasionally overnight travel to US

Apply Now

Please check out our website at www.apexgraphics.com and our career page at <http://www.apexgraphics.com/careers.php>

We thank all candidates for their interest; however only those most qualified will be contacted.

Apex Graphics is an equal opportunity employer and is committed to meeting the accessibility needs of all individuals in accordance with the Accessibility for Ontarians with Disabilities Act (AODA) and the Ontario Human Rights Code (OHRC). Should you require accommodations during the recruitment and selection process, please inform Human Resources.