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Outside Area Sales Account Representative:

Due to our continued success, MDS, the leader in print & copy management, electronic payment, digital scanning solutions, and system integrations with a focus on the higher educational, public library, and professional markets is currently seeking to expand and hire for a pivotal Sales Account Representative position within the Franklin, MA based office.

As the Sales Account Representative you will be responsible for developing sales and after-sales implementation for our line of digital scan solutions by calling on current customers and developing new customers. This will be key in achieving your assigned sales and product objective for our digital scan solutions.

The MDS digital scan solutions provide a unique, touch screen solution unlike any other in the industry today. Currently, MDS Sales Representatives boast a 99 + % close ration on demonstrations. These products are uniquely positioned and more than competitively priced. This, along with a past proven record of product success, hard work, and many area clients' testimonials, will enable you to enjoy the benefits and rewards of sales success!

Essence of the Position:

- Work closely with the corporate management to plan and execute sales objectives and set goals based on the plan.
- Call on current customers and develop new customers in the NE region, perform on-site demonstrations, and provide after-sales account support to obtain and exceed assigned sales goals.
- Assist in further product development by strong communications of customer requirements with corporate management and engineering.
- Prepare proposals, perform demonstrations, major presentations, and meetings, and attend trade shows.
- Conduct after-sales implementation and account management to continue the growth of our client base.

Requirements:

- AS or BS.
- 2 – 5 years of outside sales experience: photocopier, printer, and/or office equipment sales preferred.
- Must be self-motivated and an out-of-the-box thinker.
- Must be a team player; the MDS team assists one another to reach the goals of the company.
- Solid communication skills: verbal and written.
- Computer literate.
- Ability to handle regional sales responsibilities: New England & lower NY State.

About MDS:

MDS is a customer driven, privately owned corporation which has been in business since 1998. Each member of MDS has a passion to succeed and be the best in the industry. We are a collection of talented people, united by our passion for serving others with a spirit of teamwork and commitment to delivering the best customer experience in the industry.

MDS offers its' employees a fun, challenging work environment. We believe that by hiring the right people, providing them with the tools and education to do their job, encouraging them to learn and grow, all while holding them accountable and listening to their input, MDS will continually attract, inspire, and retain the best people who are dedicated to serving our customers with excellence.

Does this sound like a place you'd like to be? Contact us today and find out if you've got what it takes to join the MDS team.

Email: hr@marketingdatasolutions.com

Marketing Data Solutions, Inc. is an Equal Opportunity Employer

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