

## Director of Retail Sales: Store Fixtures & Displays

Tired of company politics and bureaucracy in getting your jobs produced?

Tired of internal fighting over territory and accounts?

Are you experienced in selling breakthrough concepts to corporate decision makers?

Are you ready to earn what you're really worth?

More importantly, are you seeking a career...not just a job?

### **We are looking for professional sales people in all territories of the U.S.**

This is a high profile, very visible business development position with a highly successful manufacturer of permanent retail fixtures. We work with some of the most recognizable and high profile retailers and brands in the country. This position is now available due to growth.

The candidate we are looking for is experienced, with strong selling skills. To qualify, you must have prior success in selling to mid-sized retailers, opening new accounts, growing relationships and creating strong business "partnerships" with companies in order to generate long term business, and lifetime value.

We require experience selling "conceptual" products and solutions, not commodities, in one of the following industries: Retail Fixtures, Displays, Flooring, Lighting, Printing, Banners, Advertising, Design, Graphics, and/or "Build-Out" Contractors.

In order to qualify, you must excel at the following:

- Finding and qualifying new opportunities and closing business in a competitive market where our products are not the least expensive.
- The position calls for someone with excellent communication skills that is comfortable calling on the VP and Director levels while being able to discuss marketing concepts and strategies in order to translate "creative" ideas.
- You must work well with our internal creative and operational teams, and have excellent problem solving and follow up skills.

Other job requirements include:

- Strong communication skills
- Ability to properly qualify opportunities
- Self-starter & Pro-active
- Knowledge of MS Office Suite
- Some level of technical aptitude
- Well organized

The individual we're looking for should be a self-starter, money-motivated, goal oriented, passionate about sales and success. Prior experience with retail fixtures would be a plus. You excel at selling added value, not price, to all levels in business-to-business arenas. We'll provide a very competitive comp. plan, benefits and most importantly, a real career opportunity to the right person!

We're **Randal Retail Group Inc.** ([www.randalretail.com](http://www.randalretail.com)) an established, family-owned, profitable company located in Batavia, IL. We'll provide an excellent work environment, with a true sales oriented company and the opportunity to generate the income you're worth. Most importantly we are customer and sales person focused, so there's no bureaucratic system; just getting the job done in an environment where you'll be appreciated and rewarded. This is a true a career opportunity with a future, if you're committed to doing what it takes.

Please submit your resume and earning history to [salesposition@randaldisplays.com](mailto:salesposition@randaldisplays.com)