



## Cannon IV Job Description

Job Title:	Imaging and Printing Outside Sales Consultants – Education Sector
Employee Type:	Full-Time
Industry:	Managed Print Services
Job Type:	Sales
Education:	Bachelors or above
Experience:	2+ years
Location:	Indianapolis, IN
Reports to:	Sales Manager
Revision date:	10/10/11

### General Summary

One of our customers said it best. “Cannon IV gives us the best of both worlds: the resources and abilities of a large business with the individualized service you expect only from a small business.” At Cannon IV we are an independent Managed Print Service (MPS) provider and reseller of imaging and printing solutions. We integrate best in class products such as HP, Toshiba and Lexmark to improve document workflow and increase operating efficiencies for our customers. However, it’s not just the solutions that create our success – it’s also our team members. At Cannon IV, we take our responsibility to our employees seriously and that’s why we’re committed to hiring only individuals who set high standards of performance for themselves and their colleagues. We believe in a culture of ethics, empowerment, innovation and superior customer service. This culture has allowed us to receive numerous recognitions including: One of the Best Places to Work in Indiana, Indiana Small Business of the Year, and The Spirit of Service, just to name a few.

### Essential Duties & Responsibilities

We are adding an Outside Sales Consultant to create opportunities with new customers in the field of education and deepen existing relationships with current customers. As a sales consultant for Cannon IV, you will work with new customers in the K-12 and higher education markets to develop solutions to meet their individual business needs. The solutions include: hardware, software, services and supplies. You will be responsible for the full sales process and use a consultative approach to ensure each prospect’s and customer’s needs are understood and met.



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## Key Education, Skills & Environment

### Education & Work Experience

The successful candidate will have a Bachelor's degree in business administration, computer science, sales, marketing or equivalent; have 2 – 3 years business to business sales experience and an affinity for using technology to solve customer's business challenges.

### Specialized Knowledge & Skills

- Experience with the use of Microsoft Excel and Word is required.
- Experience with Microsoft CRM is preferred.

### Work Environment & Physical Demands

- General office environment. Moderate levels of stress may occur. Travel is required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

## Reporting Structure

- The position reports to the Sales Manager.

*The statements above are intended to describe the general nature and level of work being performed by people assigned to this job. Other duties may be assigned as needed.*

*To learn more about current Cannon IV job postings or to apply online, please email [jobs@cannon4.com](mailto:jobs@cannon4.com).*



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