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ATG Classifieds

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REGIONAL SALES MANAGER
— PACIFIC

Blackwell’s Book Services, an international book- seller with a history of quality, stability and growth has an immediate opening for a Regional Sales Manager-Pacific (California and Hawaii). The Regional Sales Manager-Pacific is required to live in California. The successful candidate will possess a MLS and 6 yrs library exp. in a book journal trade or a Liberal Arts degree, plus 8 yrs exp.

Additional requirements include: Extensive exp. w/computers, e-mail and the Internet; Excellent written/oral comm. skills, strong interpersonal skills and the ability to make presentations to large groups;

Initiative, the ability to independently analyze, organize, prioritize work, manage expenses, meet quotas, and work independently; Ability to travel extensively (65% minimum).

Duties include: Sell BBS US/UK books/services to new and existing customers. Achieve sales growth through developing new accounts, while increasing sales and maintaining service relations with existing accounts. Maintain a sales program of a min. of 150 library visits per annum, as well as maintain appropriate customer contact. Keep records and make reports in a timely manner on all phases of sales activities. Keep informed of new/existing products, enhancements/services within the Blackwell Group. Monitor and report on market changes, trends, potential territory areas, and developments affecting market position of the Blackwell Group. Anticipate changes in the service or product needs of our customers and furnish recommendations to management. Prepare/monitor expenses against territory budget. Prepare sales forecast for assigned territory. Work closely w/company personnel to ensure prompt efficient service to customers. Represent the Blackwell Group at National and State conventions, conferences/other events. Negotiate contracts and assist in preparation of bids. Excellent benefits package including dental/health/vision, life/LTD and 401(k) plan. Send, email or fax resume with salary history: HR Department-RSM, Blackwell’s Book Services, 6024 S.W. Jean Road, Building G, Lake Oswego, OR 97035; Fax 503-639-2481; Email: hrads@blackwell.com; www.blackwell.com. Equal Opportunity Employer.

REGIONAL SALES MANAGER
— EASTERN U.S. REGION

Blackwell’s Book Services, an international book- seller with a history of quality, stability and growth has an immediate opening for a Regional Sales Manager for the eastern territory of the U.S. A qualified candidate will possess an MLS with 6 yrs proven library sales experience in the book/journal trade or a Liberal Arts degree with 8 yrs sales experience.

We are seeking a candidate to develop an effective territory sales strategy, meet pipeline goals to achieve growth with new accounts or increase business with existing customers, forecast a budget, manage expenses, monitor and report on market trends, and work independently. Management of the territory requires exceptional organizational and negotiations skills to meet key sales initiatives and administrative tasks. The required travel is 65%. In addition, you will need experience using PowerPoint, Excel, Outlook, Word and the Internet. As a Regional Sales Manager excellent written and verbal abilities are essential as you will be making group presentations.

This is an exciting opportunity to represent Blackwell’s vast array of products and services to meet the acquisition, collection development and technological needs of our librarians, and to apply your knowledge and skills to establish mutually beneficial business relationships. A commitment to serve the library community and the company with enthusiasm and dedication is a must.

Blackwell’s Book Services offers a competitive base salary with bonus combined with a benefit package including dental/health/vision/life/LTD and 401(k). Send, email or fax resume with salary history: HR Department-RSM, Blackwell’s Book Services, 6024 S.W. Jean Road, Building G, Lake Oswego, OR 97035; Fax 503-639-2481; Email: hrads@blackwell.com; www.blackwell.com. Equal Opportunity Employer.

REGIONAL SALES MANAGER
— WESTERN U.S. REGION

Blackwell’s Book Services, an international book- seller with a history of quality, stability and growth has an immediate opening for a Regional Sales Manager for the western territory of the U.S. A qualified candidate will possess an MLS with 6 yrs proven library sales experience in the book/journal trade or a Liberal Arts degree with 8 yrs sales experience.

We are seeking a candidate to develop an effective territory sales strategy, meet pipeline goals to achieve growth with new accounts or increase business with existing customers, forecast a budget, manage expenses, monitor and report on market trends, and work independently. Management of the territory requires exceptional organizational and negotiations skills to meet key sales initiatives and administrative tasks. The required travel is 65%. In addition, you will need experience using PowerPoint, Excel, Outlook, Word and the Internet. As a Regional Sales Manager excellent written and verbal abilities are essential as you will be making group presentations.

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