



JOB DESCRIPTION

Sales Executive – Imagine Photographics

Requirements for this position are:

- * at least two years experience in B2B outside sales that included primarily prospecting and cold calling
- * a career history that is clearly focused on outside sales (not management, marketing or customer service)
- * a proven ability to close sales
- * the ability to sell an intangible product

Compensation for this position is base plus commission & bonus, with no cap on income potential. Our well-developed compensation plan is designed to provide the security of a base and also to reward generously for performance. Benefits include an excellent work environment, a generous vacation policy, health insurance, and a modest expense account.

Imagine Group is a premier graphics services provider for businesses and organizations in the region. Imagine Group has a strong brand, an excellent reputation and a 17 year history in the area. With three divisions encompassing dynamic commercial photography, printed signage and graphics products, and vehicle graphics and wraps, we offer an integrated solution to business' visual marketing needs.

This position focuses on selling photography services to business clients in Oregon and regionally for our Imagine Photographics division. The Sales Exec will also be able to sell products offered through the other two divisions of Imagine Group.

Imagine Photographics and dynamic commercial photographer Steve Smith produce national-caliber product photography, commercial portraits, and location photography for use in clients' advertising and promotional materials. We serve a wide variety of business clients including manufacturers, industrial businesses, medical groups, and financial institutions.

Targeted clients are the marketing directors of businesses based in Oregon and the Pacific Northwest region. Leads will be generated through research, cold calling, networking and personal initiative. A base of clients with one-time or ongoing photography needs who are new to Imagine Group will be generated, developed and maintained. Compensation plan emphasizes the sale of new projects into net new accounts and provides a residual income from sales to existing accounts in following years.

Job requires an ambitious, eager, dynamic, positive personality, excellent communication and sales skills, integrity and attention to detail. Must be self-directed and self-motivated. Position also requires a valid ODL with one or fewer violations in the last 3 years. Knowledge of photography or marketing is not required.

Imagine Group is a wonderful place to work with an outstanding team of professionals dedicated to meeting the needs of the client. Expect to be challenged, but also expect great rewards! Come build your career with us.

To apply, drop off, mail or email a cover letter, resume and references.

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