



fpwmedia.com

## FPW Outside Sales Representative

**Reports to:** Director of Merchandise

FPW Media is a rapidly growing creative studio comprised of nearly 40+ team members and located in Springfield, Oregon. From photography, video production, and graphic design to web design, branding concepts, and more—we manage and execute all of our clients' marketing needs. As a vertically integrated branding partner consisting of three highly integrated divisions—Brand, Films, and Merch—we are uniquely positioned to perform the vast majority of our deliverables in-house. A steadfast commitment to consistency, quality, and quick turnarounds has powered FPW's continued growth, year over year.

If these values - along with your skill set - align with our company, we invite you to apply for our Outside Sales Representative position. Please note this job is located in the Eugene/Springfield area.

**Apply to:** [hr@fpwmedia.com](mailto:hr@fpwmedia.com)

**Job Overview:** As an FPW Outside Sales Representative you are responsible for prospecting clients, generating leads, and work closely with the Merch team to fulfill client sales on behalf of FPW Media

### Responsibilities and Duties:

- Cold call via phone, email, and in-person visits to develop and maintain business relationships
- Consult with potential clients to identify needs
- Develop and present tailored proposals to meet these client needs
- Effectively sell FPW's products and services
- Clearly communicating expectations to client to ensure client satisfaction
- Clear communication with Fulfillment team to ensure timely production and quality control
- Keep up to date on new products and seasonal product launches by maintaining relationships with sales representatives and vendors
- Ensure outstanding customer service through regular client follow up
- Identify and analyze client preferences to properly direct sales
- Review and analyze sales records, reporting and analytics to project sales, identify

new opportunities, and determine client targets

- Works in partnership with the Merch team to ensure that orders are completed on time, within specification and budget
- Professionally represent the company
- Regional travel required
- Other duties as assigned

**Required Skills/Abilities:**

- A high level of energy and commitment to achieving your sales goals in a dynamic environment
- Ability to solve problems creatively
- Exceptional written and verbal communication skills
- Ability to work under pressure and within tight deadlines
- Innovative and motivational mentality
- Excellent decision-making, and problem-solving skills
- Prolonged periods sitting at a desk and working on a computer
- Ability to lift up to 15 pounds at a time

**Education and Experience:**

- At least (2) years of sales experience required
- At least (1) year in a business to business sales role

**Benefits:**

**Mileage and Cell Phone Reimbursement** | In many cases, we offer expense reimbursement for the use of your vehicle

**Computer and Cell Phone** | FPW will provide a company laptop and cell phone for business purposes.

