

International Imaging Materials, Inc. (IIMAK) is an industry expert and a leading North American manufacturer of thermal transfer ribbons, which are used in a wide range of high growth markets including bar coding, thermal fax, color computer graphics and security authentication. IIMAK's global operations have nearly 600 employees worldwide, and are headquartered in Amherst, New York. We currently have an opportunity as an Inside Sales Representative for the right candidate.

INSIDE SALES REPRESENTATIVE

POSITION SUMMARY:

Entry-level Inside Sales position designed to support the selling efforts of our North American thermal transfer ribbon team (BTL, Fax, Duracoat & Other Initiatives) to increase our share of business and grow revenue.

PRINCIPAL RESPONSIBILITIES:

- Sell thermal transfer ribbon products and services to assigned customers, prospects and leads by proactively making outbound telephone calls.
- Responsible for the attainment of established sales goals, contacting customers/leads in a timely fashion and scheduling appropriate follow up calls.
- Responsible for the research & qualification of any new distributor or end user lead that comes into the organization, and then handle the lead according to the published guidelines.
- Provide support to the assigned customer base in terms of pricing, sales collateral, product literature, samples, complaint resolution and other support services as required.
- Document all related customer activity in the Goldmine contact management database and update any relevant customer data as necessary.
- Provide regular reports and feedback on the status of assigned distributors and prospects.

QUALIFIED CANDIDATES SHOULD POSSESS:

- Minimum 2-year college degree required or equivalent industry experience
- Previous selling experience highly preferred
- Must demonstrate a persistent, assertive & confident approach towards selling
- Excellent verbal, written and interpersonal communication skills
- Ability to prioritize and manage multiple tasks simultaneously
- Strong PC skills

If you are interested in joining a dynamic organization with global presence, please send your resume and salary history in confidence to:

Human Resources
International Imaging Materials, Inc. (IIMAK)
310 Commerce Drive
Amherst, NY 14228
Fax: 716-691-4349 / E-mail: hr@iimak.com
No Phone Calls
EOE – M/F/D/V

Candidates must be legally authorized to work in the U.S.