



Marquis, the preferred partner of North American publishers, is now part of the Lakeside Book family, an international leader in book printing and distribution. Through the development of innovative and integrated logistics solutions, Marquis has anticipated the needs of the book industry, investing in new technologies that drive its development and ensure its sustainability. By prioritizing people and communities and being mindful of our ecological footprint, we have created pleasant and healthy work environments that support our employees' growth and help them achieve their goals.

Join a dedicated team that has been passionately contributing to the book industry since 1937!

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## SALES REPRESENTATIVE

The Sales Representative is tasked with achieving annual sales targets and maximizing revenue from the customer portfolio. This role involves managing, maintaining, and developing relationships with existing publisher customers to enhance their loyalty. Additionally, the Sales Representative will be responsible for developing new customer accounts within the assigned territory, primarily in Ontario.

### WHAT MARQUIS HAS TO OFFER:

- Option to work remotely
- Work-life balance with flexible working hours and paid time off
- Group benefits including insurance, pension plan, and employee assistance program

### MAIN RESPONSIBILITIES :

- Assist sales management in preparing annual sales forecast plans
- Define revenue targets and forecasts for assigned accounts
- Identify and engage potential new customers via market research, professional networks, and referrals
- Represent Marquis at events and book fairs to identify new sales opportunities
- Maintain strong relationships with existing customers to ensure their loyalty
- Conduct regular meetings with customers to understand their needs; propose appropriate solutions
- As the primary point of contact for customers, address questions and concerns in collaboration with the CSR
- Assess customer needs and prepare detailed quotations
- Draft customized business proposals based on customer specifications and projects
- Negotiate the terms and conditions of customer contracts
- Build and develop customer trust to communicate Marquis' business vision and value proposition
- Analyze sales data to identify trends and development opportunities
- Prepare and present regular sales performance reports to stakeholders
- Stay updated on new products, innovations, and trends in the printing market
- Provide technical advice and recommendations to customers on Marquis products and services
- Represent and communicate Marquis' value proposition to assigned accounts

### SKILLS REQUIRED :

- Exceptional organizational skills with meticulous attention to detail
- Proven ability to consistently meet and exceed sales targets with a thorough understanding and execution of a structured sales process
- Knowledge of the print industry
- Strong ability to understand and communicate customer business needs and establish/maintain long-term business relationships
- Proficiency in manufacturing databases and the MS Office suite (Word, Excel, PowerPoint, Outlook)
- Post secondary education in Business or equivalent experience

**Are you interested in pursuing a career as a Sales Representative at Marquis?**

Please submit your application to [jobs@marquisbook.com](mailto:jobs@marquisbook.com)