

**Colour Studios Limited: Job Vacancy 1<sup>st</sup> September 2010**  
**Field Based Sales Role: Exhibition Design and Build Services**

**This is a great sales opportunity to succeed in a varied and interesting industry:**

Colour Studios supply exhibition services, wide format printing, modular display solutions and retail point of sale graphics. We have invested in the latest high quality UV print and digital cutting technologies. We benefit from several unique products and services such as our recyclable display range. Please see our web site for the full product range.

**The key areas of responsibility are:**

Managing and developing our modular exhibition sales with our current clients.  
Responding to and converting new business sales enquiries.  
Identifying, approaching and winning new business through your own sales efforts.

**The details of these three activities are:**

**1) Managed accounts activities:**

- a) Frequent personal contact to support and expand our sales levels with current accounts.
- b) Expansion of the number of contacts we work with inside each client account.
- c) Assisting clients in designing the layout of stands.
- d) Negotiating prices for specific projects and on-going business.
- e) Working with our production and admin teams to support the completion of each project.

**2) Converting business enquiries.**

- a) Working new business enquiries to ensure we maximise the conversion rates to sale.
- b) Developing new business clients to become regular exhibition accounts.

**3) New business generation.**

- a) Applying new business generation sales techniques and growing our active client base.

**The successful candidate will ideally have:**

- a) A proven successful field sales track record in selling exhibition design and build services.
- b) The ability to demonstrate sales process understanding, skills and techniques.
- d) An ability to develop profitable business relationships.
- e) An ability to calculate projects prices and costs.
- f) Client data base knowledge – we use a software called “**Goldmine**”.
- g) PC literacy with ability in word, excel and ideally some creative software products.
- h) Accurate record keeping, organisational skills and time management.

The successful candidate will be required to achieve sales targets while managing the margins achieved. You will need to be self motivated. You must have natural customer service skills, be of smart appearance and have an affable personality.

A competitive and complete remuneration package is offered.

E-mail Vanessa Carwardine via [vanessa@colourstudios.co.uk](mailto:vanessa@colourstudios.co.uk) with your CV and a covering letter, or write to Colour Studios Ltd, Units 5/6 Haydon Trading Estate, Radstock, Bath. BA33RD.

[www.colourstudios.co.uk](http://www.colourstudios.co.uk)

[www.recyclable-displays.com](http://www.recyclable-displays.com)