



Independent Sales Reps Wanted

Sales Representatives sought by upstart publishing company! The Practical Press Inc. is a Maryland-based publisher of books, audio learning tools (CD's), video learning tools, assessments and inventories. We are building a team of go-getters to sell our products.

This is a business-to-business sales position with no direct sales to individual consumers. The company's focus is on bulk sales to corporations, government agencies, associations, convention/conference planners and other bulk buying markets. While we provide lots of leads, we also expect our Sales Representatives to generate their own. Our ideal Sales Representatives will be skilled at building and maintaining on-going relationships, closing sales and generating repeat business. Research skills are very important, as well as the ability to accept feedback from team members. The nature of this position allows work from remote locations.

The company will provide on-going marketing support. This includes electronic, print, direct mail, sponsorships, trade shows and other forms of outreach to prospects. Additionally the company will provide immediate order fulfillment. We offer a very aggressive commission plan; far more generous than industry averages. Compensation includes a lucrative quarterly bonus program.

If this exciting opportunity appeals to you please send your resume and description of your unique approach to tapping new markets, finding and closing leads.

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