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## DIGITAL LAGOON

### Print Business Development Manager

#### SUMMARY

Digital Lagoon, a cutting-edge media and large format print company located in Overland Park KS, is seeking an individual looking for a unique opportunity. From its inception in 1995, Digital Lagoon a family owned company, has grown into a full service provider of all types of large format printed products. These include banners, window clings, interior signage, trade show booths, a wide variety of consumer customized products, point of sale materials and dozens of other popular items.

Digital Lagoon is different from other print companies because it also serves a very large client base for which it develops websites, mobile applications, videos, SEM, and franchise location support. Technology supports print and print supports technology. This relationship expands the potential of a Business Development Manager in being able to offer more products to a client. This can result in significant compensation opportunities.

The combination of these two sides, large format print and technology, allows a sales person to meet the creative and marketing needs of any client. The Print Business Development Manager will not be expected to actually market any technology products but has the ability to make additional compensation through referrals for these services. Whether in the metropolitan area, across this country or internationally, Digital Lagoon has supported their large client base as they grow.

Digital Lagoon is looking for a team-oriented person that enjoys meeting and working with people. Making sales to existing clients and finding new ones will be your main responsibility.

A salary and commission allows for significant upside income potential. An exceptionally strong support team will help close sales.

## JOB RESPONSIBILITIES

- Growing sales with existing customers by educating them on the products and services that we provide
- Research and expand client base
- Assist in providing quotes for customers
- Writing sales orders

- Follow up with clients

## REQUIRED QUALIFICATIONS

- Minimum of 2 years large format print related experience
- Experience with Word and Excel
- General email and internet research skills

## WHAT'S IN IT FOR YOU

- An opportunity to join a very stable growing company to have a wonderful career
- A good base compensation with unlimited commission potential
- A great place to work that makes you happy to get to the office each morning