

For more information, please contact: Jeff O'Donnell, 410-501-1132, jeffo@whycms.com

Technical Solutions Manager - Transactional Print Services

CMS is now hiring a Technical Solutions Manager in Baltimore, MD.

Our Account Managers are responsible for securing new business while maintaining lasting relationships with current business client accounts. They prospect for new clients, qualify leads and develop relationships. This individual will need superior networking abilities as well as a proven ability to achieve goals and drive for results. Exemplary interpersonal skills, a high ability to influence others and strong listening skills are all key to success in this position.

We Offer our Account Managers the opportunity to control their own destiny and financial well-being:

- Guaranteed competitive base salary
- Additional monthly commission program with no caps
- Medical, dental and vision healthcare programs
- Short-term disability, long-term disability and life insurance plans
- 401K plan
- Paid time off and paid holidays
- Complete training

Our Account Managers are tasked with executing prospecting calls to territory businesses by phone or in person, sales presentations, educating customers, customer service, attending sales meetings and personal development. This role will require daily travel throughout the Baltimore and DC metropolitan areas.

Requirements of the Technical Solutions Manager position:

- One or more years of previous experience in an outside sales role, selling transactional print services, advertising, direct mail and/or digital marketing products and/or services.
- Will consider recent college graduates with limited experience.
- Four year college degree ideally in finance, marketing or business preferred
- Computer skills needed: Microsoft Office, Outlook, Excel
- Valid driver's license and access to a vehicle (with insurance) during working hours