

# Sales Representative Job Opening

## About us:

WJS Enterprises, Inc is a local company that has been servicing southeast Louisiana for over 50 years. WJS Enterprises represents three of the biggest names in office Technology, Canon, HP and Lexmark. WJS handles all your office hardware from small desktop printers and multi-functional devices to your production equipment used in printshops. We are professional, agile and growing. Our work environment includes:

- Modern office setting
- Growth opportunities
- On-the-job training

## Responsibilities:

- Develop and maintain relationships with new and existing customers
- Conduct sales presentations and product demonstrations to potential clients
- Identify customer needs and recommend appropriate solutions
- Collaborate with internal teams to ensure customer satisfaction and timely delivery of products
- Meet or exceed sales targets and goals
- Prepare sales reports and forecasts
- Stay up-to-date with industry trends and market conditions

## Experience:

- Proven experience in outside sales or a related field
- Strong customer service and interpersonal skills
- Technical sales experience is a plus
- Familiarity with Salesforce or other CRM software
- Ability to analyze market trends and competitor activities

As an Outside Sales Representative, you will be responsible for driving business growth by acquiring new customers and maintaining relationships with existing ones. You will utilize your strong sales skills to identify customer needs, provide solutions, and negotiate contracts. Your ability to analyze market trends and competitor activities will be crucial in developing effective sales strategies. If you are a motivated individual with a passion for sales, we would love to hear from you.

Join our WJS Team today and take the next step in your sales career!

**Job Type:** Full-time

**Salary:** \$30,000.00 - \$75,000.00 per year

**Benefits:** Health Insurance, 401K Retirement, Paid Time Off

**Compensation Package:** Base Pay, Commission Pay, and Bonus Opportunities

**Schedule:** 8 Hour Shifts

**Travel Requirement:** To and from the office and/or within your sales territory

**License/Certification:** Drivers License and a clean driving record

**Work Location:** Elmwood area and your sales territory

See [www.wjsenterprises.com](http://www.wjsenterprises.com) or Call Chris at 504.837.5666 for additional details

## **Copier Service Technician (Baton Rouge area)**

WJS Enterprises, Inc. has been offering the best in customer service for over fifty years! The key is supplying qualified individuals with the knowledge and tools required in order to provide superb customer service. Our service staff has a combined 300 years of experience and our customer base is forever growing.

**We are currently looking for a Copier Service Technician to support our current Canon, H.P. and Lexmark customer base in the B.R. area.**

### **Requirements:**

- \* Drug-free
- \* Positive Attitude
- \* Customer service oriented, punctual, and reliable.
- \* Possession of a high school diploma or equivalent (GED)
- \* Prior certified electronic training and/or related work experience
- \* Knowledge of handling various tools and test instruments
- \* Ability to work independently at customers sites

### **Possible Job Duties and Responsibilities:**

- \* Assemble, configure, and assist in the setup of equipment
- \* Troubleshoot, diagnose, and correct equipment malfunctions at customer locations
- \* Remain current in industry technology by completing and passing the provided training classes and/or computer-based courses
- \* Record daily service calls onto a supplied notebook and explain repairs to the customer
- \* Receive and handle instructions, follow company procedures daily

WJS provides service and support for the HP, Lexmark and Canon office equipment lines throughout the southern Louisiana area. We offer competitive salaries, paid holidays, vacation, and cumulative sick time. Health Insurance, 401K benefits, and a company vehicle may also be available to you. If you wish to join a growing and competitive industry, we want to hear from you to discuss your future.

Job Type: Full-time

Pay: \$15.00 - \$22.00 per hour

Expected hours: 40 per week

Benefits:

- 401K
- Life insurance
- Retirement plan
- Vision insurance

Supplemental Income Possible: Annual Bonus, Sales Leads

Driver's License: Required

Experience: 1 year Preferred

Work Location: Varies\On Road

Schedule: 8 hour shift