



With more than 150 employees and subsidiaries in the US, UK, Japan and China, GMG is the leading supplier for high-end color management and proofing solutions since 1984. GMG software allows colors on printed materials to be reproduced exactly as expected, whether it is an ad, a publication or packaging.

GMG Americas in Boston, MA USA, is looking for an:

Inside Sales & Marketing Specialist (f/m/d) full-time

This role offers a skilled and motivated individual the opportunity to join the GMG sales and marketing team and support our efforts to bring market-leading color management solutions to printing, prepress, and brand customers.

We are seeking an individual to complement our existing team. A successful candidate ideally enjoys engaging with customers and prospects by phone, is interested in technology/software solutions, and has experience working with a customer relationship management (CRM) platform. Additionally, experience with Microsoft Dynamics and/or knowledge of printing, packaging, and color is a plus.

The candidate will work cooperatively across multiple departments, including sales, marketing, and management teams across North and South America regions.

This role does not require regular travel and is ideally Boston-based with regular attendance in our Hingham office. However, GMG is accepting applications from individuals outside of the Boston area if the opportunity is a strong fit.

Key Responsibilities:

- Generate Leads and working with a CRM to nurture the leads
- Perform prospect mining by reviewing industry databases
- Maintain a prospect database for follow-up and build a pipeline of opportunities using the CRM system.
- Working from a CRM system making outbound business to business calls per day when requested or necessary.
- Convert a cold call into an appointment
- Contacting decision-makers and have objection handling
- Have a clear, professional telephone manner and have fast, accurate data entry skills
- Generate appointments for Regional Sales Directors by calling new potential leads
- Existing customer database cleanup and maintenance.
- Maintaining a minimum acceptable activity level to meet daily, weekly, and monthly goals
- Drive the business forward to maximize sales appointments.
- Maximize customer satisfaction by ensuring exceptional customer engagement at all times
- Achieving monthly and quarterly KPI's/Targets
- Outstanding oral and written communication skills
- Highly detail-oriented and highly organized
- Ability to prioritize tasks and carry out responsibilities with minimal direction

Salary and Benefits:

- Competitive compensation depending on experience
- 15 days paid vacation plus holidays
- 5 days of sick time and 1 personal day
- Health & dental plan benefits, 401K

Interested? Then we look forward to receiving your application, indicating your salary expectations and earliest possible start date.

"Flat management structures and therefore short decision-making processes allow a pragmatic and solution-oriented thinking in our teams."

Birgit Plautz
Manager Technical Servicest

Welcome
to the Team!

GMG Americas
120 Industrial Park Rd.
Hingham, MA 02043

Phone: +1 781-740-4077
www.gmgcolor.com
marc.levine@gmgcolor.com