



Sales Representative - B2B Sales (Lawrence, KS)

Job Title: Sales Representative - B2B Sales **Location:** Lawrence, KS (Little to no overnight travel) **Job Type:** Full-Time

About Bishop Business With over 70 years in operation, Bishop Business is a highly respected, family-owned and operated dealership. We are a premier office equipment company providing copiers, printers, and software solutions across 5 growing locations in Kansas and Nebraska. We pride ourselves on a fun, family-like atmosphere and a reputation for exceptional customer care.

The Opportunity Are you a results-driven sales professional looking to build a long-term career with higher earning potential? We are seeking a Sales Representative to take ownership of our Lawrence market. While this territory has an established foundation, the primary mission is to hunt, tap into new markets, and capture market share.

This role is built for a self-starter. It does not come with a steady flow of inbound leads; instead, it rewards high prospecting activity with significant, uncapped commissions. As you build relationships and your territory matures, repeat sales opportunities will continually increase your income.

The Support & Training You won't be doing this alone. We provide a robust training and mentoring program equipped with the scripting and roadmaps necessary to make you successful. You will confidently represent the top vendors in our industry—Canon, Xerox, HP, and Toshiba—all of which provide ongoing education to help you maximize your potential.

A Day in the Life

- **Prospecting & Outreach:** Consistently make cold calls and network to uncover new business opportunities.
- **Consultative Selling:** Plan and schedule appointments, product demos, and proposals tailored to customer needs.

- **Relationship Management:** Serve as the primary contact for your accounts, managing communications and building rapport with key decision-makers.
- **Pipeline Management:** Track customers and progress within our CRM database system.

Qualifications

- 3+ years of outside sales experience is preferred, backed by a proven track record.
- A competitive spirit and a highly proactive, positive attitude.
- Excellent communication skills and a strong work ethic.

Compensation & Comprehensive Benefits

- Competitive monthly base salary PLUS monthly commissions.
- 401(k) retirement plan with a 4% company match.
- Health, Dental, and Vision Insurance.
- Paid Life and AD&D Coverage for the employee, spouse, and children.
- Paid Time Off and Paid Holidays.
- Short-Term/Long-Term Disability and FSA options.