



Wendy Greig has extensive experience in account management, strategic project planning and business development.

A senior member of the team at Openbook Howden (OBH) and Key Account Manager for multiple clients across a broad and diverse range of printed services, she is enthusiastic and positive with a 'can do' attitude to achieving results for her clients.

Wendy commenced at OBH in January 2000. She was employed as the first Sales/Account Manager and has grown the business through her significant networks and long standing customer relationships.

She has vast experience in all areas of printing, specialising in the food and health industries.

Wendy is the Key Account Manager for several existing OBH customers, including two signature clients HPS Pharmacies and SA Health. These clients require an extensive range of OBH services including printing, storage, online ordering, online inventory management and reporting, distribution to multiple locations and customer invoicing.

When she is not working, Wendy can usually be found on the golf course, or relaxing at the 19<sup>th</sup> hole. She enjoys cooking up a storm and spending quality time with friends and family.

# Wendy Greig

## Business Development & Account Manager

### Qualifications

- Certificate IV in Business Sales - 2016
- Advanced Sales Management, Toyota Australia
- Certificate of Sales Management, Ford Motor Co.
- Pacemaker Awards in New Car Sales
- High Achiever Awards, Konica Australia
- Diploma of Dental Therapy

### Key areas of expertise

- Print Product Knowledge and Production Specifications
- Project Management
- Business Development and Account Management
- Client Relations
- Industry Packaging
- Inventory Print Management
- NCR and Medical Forms
- Specialisation in Food Industry Labelling

### Past Life

- Konica Minolta Business Solutions Australia
- Adtrans Auto Group
- SADS School Dental Service

### Testimonial

"The team at Openbook Howden provide an outstanding level of customer service, linked to a very high quality final product.

Wendy and the broader Openbook Howden team consistently validate why they are our printing partner of choice... Their customer service and value is second to none!"

*Steven Yeo - General Manager Corporate & Commercial at St John Ambulance SA*