



Promotional Products Sales Manager

1800 Montreal Rd. Suite D

Tucker, GA 30084

Job Overview :

We are looking for an experienced Sales professional who has the ability to work in a dynamic team environment and who loves to develop client relationships and build new business opportunities. The ideal candidate will be aggressive in identifying client leads through cold-calling and through existing industry contacts. If you are self-motivated, and if you would like to create your own path working for a rapidly growing small business, please apply for this new position.

This opportunity is unique as the successful candidate will be responsible for Promotional Sales as well as US Government Contracts. We have just been named as a Disabled Veteran Owned Business, one of but a few apparel related companies that have this designation, providing us an enhanced opportunity to win contract bids.

We offer a competitive salary structure that includes base + commission.

Responsibilities:

- Present and sell promotional products and services to new customers
- Manage US Government bid process to generate company revenue
- Meet monthly and annual sales objectives
- Expand prospect database by identifying key target accounts and their decision makers
- Inbound and outbound account management. Primary focus is outbound activity
- Working directly for and closely with business owner to develop innovative ways to generate revenue
- Report on customer feedback, opportunities and potential needs
- Coordinate with operations manager as needed to ensure that client expectations are met
- Prospect and contact potential customers
- Create sales material to present to customers
- Communicate with creative department to ensure customer's graphic needs are met

Qualifications:

- Minimum 3 years of experience in Promotional Product Sales
- Excellent organizational and time management skills
- Proven track record of sales performance success
- Proficient computer skills including MS Office Product Suites and Google Docs
- Familiarity with CRM platforms
- Strong communication skills, both written and verbal
- Ability to build rapport with clients
- Strong negotiation skills
- Goal, deadline, and detail oriented
- Ability to work in a team environment
- Friendly telephone sales personality

- Excellent organizational and time management skills
- Must be able to commute to the office daily

This position provides the opportunity to grow with a successful company. Come have fun with us while we develop the Promotions and Government Contract business!!!!!!!!!!