



OTTO International, Inc.  
California | Texas | Georgia

## OTTO International, Inc.

PPAI # 208720

**Job Title:** Business Development Manager

**Job Location:** Nationwide (U.S.)

**To apply, send resumes to:** [job@ottocap.com](mailto:job@ottocap.com)

### ***About Our Company***

Established in 1983, we are a nationally recognized leader in Headwear and Apparel that strives to stay ahead of trends while providing the highest quality product. We are currently expanding our sales team into 10 regions nationwide and are seeking top sales professionals with proven experience.

### ***Job Summary***

The Regional **Business Development Manager** is responsible for finding and developing new business opportunities, as well as maintaining and growing existing accounts within their assigned territory.

### ***Job Requirements***

- Bachelor Degree in business, marketing, social sciences, or equivalent experience
- 3+ years of sales experience and new account acquisition in promotional products industry is highly desired
- Familiar with industry organizations including ASI, SAGE, PPAI, etc. is preferred
- Knowledge of sales report analysis, financial statement analysis, and competitive analysis
- Strong negotiation, cold calling and qualifying sales skills
- Must be goal oriented and success driven
- Strong oral and written communication skills with emphasis in business writing skills
- Excellent presentation skills
- Strong research, analytic and critical thinking skills with attention to detail and follow-up
- Effective team player
- Proficient with Microsoft Office, particularly Word and Excel
- Must be able to travel – 50% or more

### ***Essential Job Functions***

- Establish, maintain and develop business relationships with clients and potential clients to enhance the potential for meeting the objectives of maximum profitability and growth through effective sales and services



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- Contact new and existing customers to discuss their needs and to explain how these needs could be met by specific products and services
- Present and negotiate prices, credit terms, other options to customer
- Be able to answer customer questions about products, prices, availability, product uses, credit terms, and other available services
- Minimize expense when traveling (i.e.: When offering presentations, book minimum of 2-3 office visits in one day. When visiting individual clients, book minimum of 3 meetings in one day.)
- Maintain continual feedback to Director of Sales. Feedback should include information regarding clients visited and discussion pertained to sales, marketing, or product development. (i.e.: products that are selling well, product complaints, service complaints, and suggestions.)
- Attend trade shows as approved by management

**Note:** *The position responsibilities outlined above are in no way to be construed as all encompassing. Other duties, responsibilities, and qualifications may be required and/or assigned as necessary.*

### **Benefits**

- Competitive Base Salary + Monthly and Annual Bonus Program
- Telecommuting – work from home
- Medical / Dental Health Insurance benefits
- 401K Retirement Plan with employer contribution
- Paid Time Off (PTO) / Paid Holidays

**Travel:** Yes

**Telecommuting:** Yes

**Any Financial / Budgetary Responsibilities:** Yes

**Strategic Planning Responsibilities:** Yes

**Number of Staff Reporting to this Position:** 0