

## Promotional Products Sales Representative

### **Job Description:**

We offer a unique value proposition as a 110-year-old business products company with a “captive” base of thousands of customers and an established book of promotional products revenue to the right team player. Business Essentials is not new to the promotional products business having entered the industry almost 10 years ago and having an established sales process that offers little true cold calling.

As part of our team selling environment you will work collectively and independently to meet the corporations and your sales goals. We offer state of the art of the art order processing and product research tools with a full support team that will allow you to do what you do best. SELL!

### **Requirements:**

- Minimum of 2 years B2B sales experience with a demonstrated ability to close.
- Associate’s degree or equivalent experience in printing or promotional product industries.
- Strong verbal and written communication and presentation skills
- Strong MS Office and knowledge of CRM systems.
- Must have a record of success in cold calling, qualifying leads, positioning value-added program sales and closing business.
- A desire to earn a six-figure income.
- Opportunities for career growth and stability.

### **About Us:**

Business Essentials is a 110-year-old company serving the needs of businesses throughout the upper-Midwest with locations in Minneapolis, Fargo and Grand Forks. This position reports directly to the VP of Sales and Marketing and is based out of our Minneapolis Office.

We offer a complete compensation package including Base, Commission, Medical, Dental, Vacation, Profit Sharing, 40% 401k Match etc... This is the complete package.