

1/23/17

Goldstar Job Description

Position: Outside Sales – Midwest Territory Sales (Greater Chicago)

Overview:

Goldstar Pens is one of the Promotional Industry's fastest growing Supplier Companies. Our focus on value writing instruments with amazing decoration combined with dedicated service and market leading Simplicity Program is raising the bar for ease of doing business for our distributor partners.

We are searching for Outside Sales Representation with the following qualifications to help deliver on aggressive growth plans for Goldstar products with Strategic Promotional Product Industry distributors in the Midwest preferably based in the Greater Chicago area.

- **Utilize strong sales skills to meet Sales Revenue Growth Goals of Goldstar in the Promotional Products Industry by increasing exposure to Distributor customers within the territory and with all assigned Key Accounts.**
- **Show teamwork with both the Midwest National Account Manager and National Sales Manager to define sales growth plan.**
- **Make Sales Presentations to customers in the promotional products industry with the interest of creating sell through and distribution of Goldstar products.**
- **Relationship Building and leveraging at key territory distributor customers as well as in depth understanding of how each goes to market including company stores, coop programs, web, field sales etc... then integrating Goldstar products into their distribution channels.**
- **Position Goldstar as a core partner in the writing instrument category. Break down barriers to partnership.**
- **Travel for Sales presentations, meetings, and trade show participation as needed.**

Qualifications:

- **College Degree**
- **3+ years' sales experience in the promotional products industry.**
- **Ideally based in the Greater Chicago area with ability to travel as much as 75% of the time including daily and overnight trips.**
- **Manage and attend trade shows within the territory and attend several National shows as requested.**
- **Strong Presentation skills and the ability to apply Goldstar Product to customer programs and sell through opportunities**
- **Must have strong creative, analytic, critical thinking, decision making and presentation skills.**