

Our Merchandise Group is seeking a talented Promotional Merchandise Specialist -- to join the Brand Merchandise Team (BMT) in Plano, TX. This position works closely with Account Managers, Business Development Directors, Minneapolis Brand Merchandise Core Team and directly with the client's. Duties include bringing creative and compelling branded /promotional items to our clients, develop catalog programs, design and track promotional results and support client's strategic program needs and beyond.

A Promotional Merchandise Specialist is knowledgeable in the ASI industry and a close partner to our frontline sales team. While we respond to client requests, we also proactively look for new dynamic business opportunities in a fast-paced environment.

#### Roles & Responsibilities:

- Seek out and effectively apply ASI industry trends and e-commerce technology to client solutions, proposals, and presentations.
- Develop and create on-target merchandise recommendations to meet the clients' business and creative/communication objectives.
- Design key client merchandise programs.
- Manage special merchandise requests from clients.
- Design and deliver pro-active merchandise ideas and concepts to client.
- Grow key account revenue through creative proposals and new merchandise ideas.
- Develop plan for key client special order strategy.
- Special Event Management and Hosting.
- Ability to negotiate prices.
- Strategic planning and sales forecasting.
- Focus on designing an achieving desired business results for customers and business unit.
- Ability to travel -- frequent travel to Minneapolis office in the first 3 months for training, and 4-5 trips annually.

#### Skills & Abilities:

- Understanding merchandise and decoration trends/zeal for finding new merchandise.
- Comfortable performing client facing presentations.
- Adobe Creative Suite skills.
- Advanced MS Excel skills.
- Detailed oriented and ability to multi-task.
- Adept at MS Office Suite.
- Strong written and communication skills.

#### Education/Experience Required:

- BA/BS in Marketing, Business or similar; highly preferred
- Strong understanding of the ASI Industry/Promotional Products Industry.
- 3-5 years industry experience.
- Experience in designing successful brand merchandise programs.