

Job Title: Sales and Marketing Manager

Company Name: Awarding You, a division of National Engravers, Inc.

PPAI member #: 200486

Job location: Western Suburbs of Chicagoland area

Email for resumes: beth.albright@nationalengraversinc.com

Job Description:

Awarding You, a division of National Engravers, Inc., is a medium size B2B company that has been in business for 25 years and currently has over 8000 clients across the US. We manufacture corporate awards and executive gifts that are used for a wide variety recognition events (such as sales awards, customer gifts, vendor awards, etc). We moved from a brick and mortar strategy to an online retail strategy about 7 years ago. We are well known for delivering high quality products and customer service.

The Sales and Marketing Manager is a key position in our organization, responsible for establishing the sales and marketing strategy, managing new product development and marketing programs and leading a team of closers to develop existing accounts and drive new business sales.

We are looking for someone to help us reach the next level, with a strong focus on creative digital marketing strategies to drive new business sales and customer development. The ideal person for this position will be a high energy, hands on manager, able to manage the day to day activities of the team along with the ability to develop a strategic plan for future growth and profitability.

We're looking for someone with:

- Bachelor's Degree and at least 5-8 years' experience in sales and marketing management.
- Strong track record of achieving sales and marketing growth.
- Promotional products/industry experience.
- Development and implementation of strategic marketing and sales plans with a strong emphasis on digital strategies including email marketing, AdWords, video development, Linked In, online content strategies.
- Strong track record of managing multiple projects and delivering results on time and on budget.
- Successful management and development of inside sales and marketing teams.
- Experience with CRM systems.
- Experience with product line development and pricing strategies
- Development, implementation and management of an eCommerce website built on a CMS platform
- Experience with acquisitions

- Sense of humor, strong work ethic, and positive upbeat management style

We are an **Equal Opportunity Employer**, offer competitive compensation and a benefits package that includes group medical and dental insurance and a 401K Plan.

www.awardingyou.com