

## Inside Sales Rep - Promotional Products

**\* This position offers a base salary, commission structure, plus bonus and benefits package.**

Are you a motivated, enthusiastic superstar who wants to excel in a fast paced marketing and sales environment?

We are looking for an inside salesperson. The position will involve selling promotional products in a B2B environment. As an Inside Sales Representative, we'll equip you with the tools for success: ongoing training and coaching, a pipeline of sales leads and a well-defined career path. The perfect candidate must be motivated and driven to make sales calls and be willing to go the extra mile for a client. Willingness to give feedback to colleagues and owners is essential. Must take initiative, whether it be for correcting something or contributing ideas to help the growth of the company. Experience is not required but must have a Bachelor's degree.

- Follow up on leads generated through email or direct mail and when necessary, schedule face-to-face appointments over the phone.
- Manage the sales pipeline. You'll manage flow of transactions from opportunity to close, follow up on quotes, and help close sales.
- Cold call prospects and current customers in various industries to introduce and educate them on company capabilities and offerings.
- Develop a pipeline of leads for the Outside Sales Department.
- Regenerate inactive lead accounts.
- Complete outbound calls to interested prospects in response to various marketing campaigns (email blasts, direct mail pieces, webinars, etc).
- Schedule follow-up calls with leads.
- Log activities in CRM.
- Learn valuable sales techniques such as "How to Close" and "Dealing with Objections"!

### Qualifications

- Bachelor's degree
- Motivation and desire to make at least 80 daily outbound calls to prospects.
- Professional phone presence, and ability to exude confidence and enthusiasm when presenting company to prospects over the phone
- Comfortable on the phone for the majority of the workday. Because this is an office-based sales role, you need the consultative skills to interpret what someone on the other end of the call is feeling to identify how our solutions fit their needs and wants
- You have a passion for learning new products. You can quickly learn new products so you can articulate them with perfection to prospective customers.
- MS Office proficiency; Strong organizational skills, Professional communication skills, spoken and written

Vanguard is an award-winning, integrated marketing communications agency that provides strategic solutions for Creative, Digital and Promo. We are innovative problem solvers, strategic creatives and execution experts who make a real difference for our clients. We are based in New York City with offices in NJ, CT and PA.

We offer competitive salary, plus incentive and comprehensive benefits package.

**Please email resume and brief cover letter that includes your wage range requirements to [jobs@helloworld.com](mailto:jobs@helloworld.com).  
Sell us on you!**

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