



## PACESETTER AWARDS™

PPAI # 112642

### **INSIDE SALES REP – NW CHICAGO..... Come Join Our Team!!**

Pacesetter Awards™ is a NW Chicago based Industry Leader in the Awards and Corporate Recognition marketplace. Dynamic new products and ideas drive our 68 year old national awards Manufacturing and Wholesaler Company.

Earlier this year, Pacesetter Awards™ was honored to be a recipient of the *Promotional Product Business Magazine*, “GREATEST COMPANIES TO WORK FOR.”

Our steady growth in the Corporate Awards dealer market has put us in the forefront of the recognition industry. This growth has led to our need for additional **Inside Sales Representative**.

The individual we seek will grow sales by working with our outside sales team on servicing new and existing clients in the ASI, PPAI and APA industries. A key component will be to follow-up on leads generated by the sales team and national tradeshow. Some local travel may be required to attend industry tradeshow.

Qualified candidates will have:

- 2 + years of experience in inside sales or customer service with a proven track record of account growth
- Exceptional sales, phone, and people skills
- Excellent relationship-building skills
- Ability to quickly grasp product knowledge
- Effective sales strategy skills
- Experience in preparing order quotations based on customer specifications
- Ability to work effectively with in-house designers, quoting, and production personnel
- Strong follow up, organizational, and time management skills
- The ability to multi-task in a fast-paced, deadline-driven environment
- Willing to work extended hours during peak selling seasons
- Proficiency in MS Office applications

This is an exciting position with a company that is attracting the best and the brightest! We offer a dynamic environment with a competitive salary and excellent benefit package which includes: health, dental, life, STD, LTD, and 401k plans. An Award and Recognition background is a definite plus!

To be considered, please send your resume, including salary requirements via MS Word to: [careers@pacesetterawards.com](mailto:careers@pacesetterawards.com). EOE