

PROGRESSIVE **Gifts & Incentives**

SALES ACCOUNT MANAGER

PROGRESSIVE GIFTS & INCENTIVES (PGI) is a promotional products distributor serving Fortune 1000 firms across America. We have a strong website presence and a huge database of existing, active customers (which means no Cold Calling).

We seek a **Sales Account Manager** for our Malvern, PA office. This is an opportunity to start a career with us and enjoy working with fun and creative products that can be used in a variety of professional business applications.

Key Responsibilities:

- Provide the highest level of customer service to existing customer base.
- Increase sales with existing customers.
- Make follow-up calls and send emails to existing customers.
- Work with existing customers on generating additional business through networking and referrals.

Requirements:

- Ability to multitask and build internal and external relationships.
- An outgoing personality and “customer-focused mindset.”
- Strong internal motivation and drive for success.
- Ability to be detailed-oriented and focused on customer needs.

NOTE: Training provided. No outside travel. NO COLD CALLING involved.

WE OFFER:

- Base Salary + Commission (biweekly and quarterly).
- **Uncapped Commission** Program so greater earnings are possible.
- **Competitive Benefits package.** Medical, Prescription, & Dental Coverage; Paid Holidays, Vacation & Sick time; Free Life Insurance; plus Wellness Program.
- Our outstanding 401(k) Plan with generous company match PLUS Profit Sharing.
- NO night or weekend hours needed for any of our reps!
- Supportive coworkers in a pleasant working environment.
- Security with a profitable, stable company.

About Our Company:

Please visit our website to learn more about **Progressive Gifts & Incentives - PGI:** www.pgiproducts.com. We're a leading diversified business products and information provider. We have quietly built a unique, customer-focused company that serves hundreds of thousands of companies across America.

PGI is a values-driven company with an emphasis on long-term thinking and stability. We enjoy helping our employees succeed, and offer a fun and supportive work environment. We're located in Malvern, a suburb of Philadelphia.

Please email resume to Tim Walls: twalls@pbp.com