

Sales / Account Management

Carrollton based fashion t-shirts and apparel company is looking for a dynamic self-starter to join our inside sales team. The primary responsibilities of this position include telephone interaction with potential and existing customers, providing sales quotes, account management, customer follow up and sales closing.

RESPONSIBILITIES:

- Develop new customers
- Achieving sales goals
- Maintaining and expanding relationships with existing customers
- Manage quotes, propose product solutions, take sales orders, maintain customer accounts, and resolve customer concerns
- Prepare proposals and custom quotes
- Interact with production department
- Manage complete sales cycle including initial proposal, quotes and closing
- Customer follow up and communication

EXPERIENCE and QUALIFICATIONS needed:

- Prior sales and/or customer service experience required (1 to 3 years)
- Apparel and screen printing knowledge/experience a plus
- Attention to detail
- Excellent communication skills both verbal and writing
- Good organizational and time management skills
- Proficiency in MS Office
- Experience with CMS systems (salesforce, ACT, etc.) a plus
- Willingness to learn
- Work well with others in a team environment

Salary: \$35,000 to \$45,000 with Bonuses/Commissions

Location: Carrollton, TX

Compensation: Industry competitive base pay, commission, health insurance, 401K – DOE

Principals only. Recruiters, please do not contact this job poster.

Please no phone calls about this job.

Please do not contact this job poster about other services, products or commercial interests.