

Position: National Sales Position

Terry Town offers towels, blankets and robes to the promotional products industry nationwide and is currently hiring for a National Sales Position. We offer screen printing, full color sublimation and embroidery decoration across our product line. We are looking for someone who wants to join a growing company with supportive teams, a fun and family-oriented atmosphere, with many learning and growth opportunities.

DUTIES AND RESPONSIBILITIES

- The ideal candidate will be proactive in outbound calling on prospects to set up appointments and sales presentations across the country. This includes attending national industry trade shows as well. Must be disciplined in following up on leads, responsible for supporting the customer service team through the sales process.
- Utilize strong sales skills to meet sales revenue and growth goals set forth by Terry Town and increasing exposure to key distributor customers within the territory and with all assigned key accounts.
- Relationship building with key accounts as well as in depth understanding of how each goes to market including: company stores, programs, web, field sales etc... Then integrating Terry Town products into their distribution channels.
- Traveling for sales presentations, meetings, and trade show participation as needed.
- Working with other Terry Town sales reps in the field, conducting meetings and traveling together.

Qualifications:

- 4 Year College Degree
- 5+ years of sales experience in the promotional products industry.
- Ability to work from home with ability to travel as much as 60-65% of the time including daily and overnight trips.
- Manage and attend trade shows within the territory and attend several National shows as requested.
- Strong presentation skills and the ability to apply Terry Town products to customer programs and sell through opportunities
- Must have strong creative, analytic, critical thinking, and decision making skills.