

Promotional Products Sales (outside sales)– Mid Atlantic

Capital Gifts & Awards is looking for a full-time salesperson with experience in the Mid Atlantic area. This is a salary position with commissions; benefits include paid vacations, health and 401K.

This is a unique opportunity for a sales professional with 2+ years' experience in promotional products/recognition incentives market sales looking to get to the next level.

Capital Gifts is a great place to work for someone looking for a collaborative, friendly environment. We are all about helping each other succeed and meet their goals.

The ideal candidate will have a strong sales background, superior customer service skills, self-motivated and results oriented with a desire to exceed goals.

Responsibilities:

- Identify, qualify, nurture and network to grow client opportunities.
- Meet preset goals on a quarterly basis.
- Participate in business development events within the sales area.
- Work closely with the customer service team and vendors to actively manage your accounts.
- Find creative solutions through product knowledge, creative applications of products and processes. Be able to research products and vendors through industry tools such as SAGE and ESP. Keep on top of industry trends.
- Solid follow up, excellent communication, manage expectations.

Requirements:

- Experience selling promotional products or recognition and incentive programs/products.
- Experience selling in the Mid-Atlantic area.
- Must be able to work independently
- Valid driver's license, automobile and insurance

About Capital Gifts:

We are a promotional product, business gift and challenge coin company of national scope. Started in 1998, we have focused on mid to high level clients including the government. Our expertise includes custom designed products and sourcing, made in the USA products, custom design client websites, and advanced tech options for our client's programs.

We are headquartered in Annapolis, MD. Please check out our websites: Capitalgifts.com
commandchallengecoins.com and capitalgiftspromos.com

