

## **About the Company:**

Since opening our doors in 2008, Social Imprints has been a go to provider in the Promotional Products industry for many top brands looking to use high quality merchandise as part of their marketing strategy. That's because we are not only passionate about our product, we are passionate about our community too.

**At Social Imprints we provide second chances for those who truly need one. 80% of our staff consists of at-risk individuals including: those formerly incarcerated, recovering addicts, individuals on/off public assistance, and the under-educated/employed. As we grow, our mission is to continue offering second chances to those in need, as well as bringing onboard experienced top talent to ensure the growth of the company and our mission.**

If you are in need of a second chance or want to work for a company that makes a real imprint on their community, Social Imprints is the place for you!

## **About the Position:**

- Develop new business with existing clients and/or identify areas of improvement to exceed sales quotas.
- Generate promotional product estimates with customers
- Navigate industry online catalogs to find products for customers
- Create promotional product development sheets and customer introduction decks.
- Execute custom programs, projects, and orders as requested by clients for onsite meetings
- Provide troubleshooting assistance for customer orders, account statuses, and relevant problems
- Stay up-to-date with new product and feature launches
- Build and maintain strong, long-lasting customer relationships.
- Operate as the lead point of contact for assigned customers.
- Identify and grow opportunities and collaborate with sales teams to ensure growth attainment.
- Perform other related duties as assigned

## **About You:**

- 1-3 years of promotional products experience
- At least 1-2 year of account management or business development experience with major corporate brands
- Must enjoy working in a fast paced start-up environment
- Ability to provide in-depth knowledge of products and services and resolving problems.
- Excellent communication, presentation and collaboration skills
- Proven ability to manage multiple projects while paying attention to detail and quality;
- Excellent time management skills
- Excellent listening, negotiation and presentation skills
- Proficiency in Word, Excel, CRM systems such as Salesforce and Asana

- Must have ability to quickly learn other related CRM/Project manager applications.
- Customer orientation and ability to adapt/respond to different types of personalities
- Working knowledge of Adobe Illustrator and Photoshop a plus.

Social Imprints is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or national origin. Qualified applicants who are formerly incarcerated, recovering addicts, long term unemployed, veterans, under-represented minorities' and underemployed (Based on education and experience) are strongly encouraged to apply.