

Simplex Apparel/Shaka Wear is currently seeking a business development representative with professional sales experience and proven track record. If you have enthusiasm, attention to detail, a strong work ethic and the desire to succeed then this is a tremendous opportunity for you. Communication, presentation, design and negotiating skills are an added plus for the right candidate.

**Essential Job Functions:**

- Proactively pursue sales opportunities through relationship building.
- Aggressively seek and find new business within existing customers.
- Identifies current and future needs of customers and potential customers.
- Successfully identify and qualify new business opportunities.
- Assure quotas are met or exceeded monthly by acquiring new business and servicing existing customers.
- Utilize software and or programs to manage accounts, prospecting activities, and sales objectives and results.
- Maintain all account information in the database including any notes regarding conversations.
- Compile product quotes and follow up with customers to secure the sale.
- Market promotions and new campaigns to existing customers.
- Maintains a current and STRONG base of product knowledge and apply that knowledge when servicing customers.
- Participate in sales and vendor meetings, industry conferences and trade shows.
- Responsible for carrying out tasks, meeting deadlines, and checking that all tasks are complete.
- Provides customer service and support of all customers.
- Other duties as assigned.
- Professionally represent the company.

**Qualifications:**

- Good time management skills.
- Professional etiquette with strong initiative, organizational and communication skills.
- Self-motivated, growth oriented and goal driven.
- New business development skills required.
- Strong negotiation and problem-solving skills.

- Excellent communication skills (oral, written and presentation). ·
- Strong detail orientation required.
- Strong computer knowledge including MS Office & CRM systems
- Ability to work in a fast paced, detail oriented, fun environment.
- Ability to handle and prioritize multiple projects simultaneously.
- Experience with full sales cycle (prospect, qualify, negotiate, sell/up-sell, close, follow-up, maintain).
- Ability to work independently as well as part of a team.
- Ability to network and self-generate new business.
- Minimum of three years of outside sales experience presenting to corporate audience.
- Outside sales experience in the promotional products, graphics, advertising or apparel industries is preferred.