



Inside Sales Representative / Houston, TX

About Us: HG is a family-owned, premier supplier of innovative and trending promotional products proudly based in Houston, TX. Founded in 1998, HG offers over 40 leading retail brands. A focus on product safety, quality assurance, and give back programs form the principal strategy of HG.

About You: The ideal candidate is a competitive self-starter that thrives in a fast-paced environment. You must be comfortable making dozens of calls per day, working with a variety of customers, generating interest, qualifying prospects, and closing sales. You thrive in a team environment.

Responsibilities:

- Field incoming sales calls and emails
- Assist clients by providing suggestions for current projects and pricing inquiries
- Regular follow up on outstanding quotes with the goal of closing new orders
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Provide order status updates
- Manage challenging situations that may affect customers such as stock or shipping issues to ensure the customer's needs are met.

Qualifications:

- Associate's Degree or equivalent experience in Sales
- At least 2 - 3 years of inside sales experience
- Excellent written and verbal communication skills
- Ability to multi-task, organize, and prioritize work
- Enthusiastic and passionate about your job
- Intermediate PC skills
- Familiarity with Google Workspace a plus
- ASI/PPAI, promotional products industry and/or ad specialty industry experience is a plus.

Fine Print:

- Please email your resume to hr@hirschgift.com, and we will contact you to schedule an interview.
- All training is offered on site.
- Remote work unavailable.
- All visitors are required to wear a mask.