

Sales Representative A+

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Performs customer sales and service support for A+ customers. Reports to the A+ Sales Manager. Responsibilities include:

- ♣ Aggressively pursues sales leads from datafile, general inquiries, trade shows, and other sources.
- ♣ Accurately document work in datafile and reports as required by company policy.
- ♣ Competently make outside sales calls on customers to provide product demonstrations per expected goals.
- ♣ Develop customer relationships through excellent customer service.
- ♣ Professionally represent company at tradeshow and promotional events.
- ♣ Develop and maintain positive customer relationships with *A+ Wine Club* members per program guidance.
- ♣ Performs other tasks as assigned

Skills, Knowledge and Abilities:

- 3+ years related sales experience. Promotional Products industry experience preferred.
- Able to operate independently
- Excellent phone presence.
- College degree preferred.
- Detail oriented with voracious follow-up.
- Intermediate to advanced skills in MS Word and Excel.
- Compensation \$18-22/ hr