

Inside Sales Representative Position Specification

Company Background

Gemline is an award-winning, design-centric supplier of high-quality branded consumer products to the promotional products industry. Gemline is ranked as the 13th largest industry supplier by the Advertising Specialty Institute and was named the 2021 Supplier of the Year. The Company's product line consists of a wide range of bags, luggage, business accessories, drinkware, electronics, stationery, writing instruments, gourmet foods and gifts. In addition to its strong portfolio of house brands and Gemline-branded products, the Company offers other high-quality retail brands such as American Tourister®, Anker®, Corkcicle®, Igloo®, MiiR®, Modern Sprout®, Moleskine®, Osprey®, Paper Mate®, Samsonite®, Sharpie®, Slowtide®, Soapbox®, W&P® and Zebra®.

On multiple occasions, and as recent as 2021, Gemline has received the honor of being recognized as a Great Place to Work by PPB, a leading industry publication. Providing an exceptional customer experience to all customers is the Company's number one priority! Every associate has a role in delivering that experience through Gemline's foundational values of trust, integrity, humility, diversity, community and truth. The Company's success is driven by its associates' success – "Pride in People, Pride in Product."

The Inside Sales Representative will be responsible for managing their existing territory partnering with an outside Field Sales Manager to ensure strong growth. The ideal candidate for this position will have established sales experience and a commitment to delivering the highest level of professional dedication and performance. This position requires an individual who is a highly motivated self-starter and has the ability to be productive with minimal supervision.

Responsibilities

- Grow revenue from an assigned group of accounts by making a high volume of daily phone calls and emails
- Grab a greater share of wallet from each account by offering the full Gemline product line
- Work closely with an outside, regional sales representative to drive revenue in an assigned geographic territory
- Uncover new needs and develop product solutions to meet them
- Open new contacts and revenue streams within each account
- Use a CRM tool to manage workload, tasks, enter orders and complete call reports
- Work national and regional trade shows AND customer events as needed
- Aggregate feedback from accounts to assist in product and promotion development
- Other duties as assigned

Required Skills & Experience

- Proven track record of making a high volume of outbound phone calls/emails
- Proven track record of growing revenue from an assigned group of accounts
- Proven track record of goal attainment and planning to achieve sales quotas
- Ability to work independently
- Excellent verbal and written communication skills
- High level of competitiveness, positive attitude and an eagerness to learn
- Ability to build immediate rapport with customers
- High School degree or equivalent; College preferred
- 1 - 2 years of outbound sales experience
- MS Office Suite
- Experience with CRM software