

## **Business Development Manager**

### **About the Company:**

*Startup of the Year" –SF Magazine*

*Most Innovative Company Award-Fast Company*

*Bloomberg Business Week-Social Entrepreneur of the Year*

Did you ever think you can change the world by working in the promotional products industry? Now you can by working with Social Imprints. Our social mission to 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.

Since opening our doors in 2008, Social Imprints has been the go-to provider in the Promotional Products industry for many of the nation's top brands including Dropbox, Oracle, Pinterest & Facebook. That's because we are not only passionate about our swag, but we are also passionate about our community too.

If you need 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!

We are seeking motivated sales professionals who enjoy the hunt and financial rewards from winning new accounts and possess high levels of personal motivation to meet goals. You'll be a perfect fit for our team if love to compete to win, exude enthusiasm, and constantly strive to improve your skills as a true sales professional. We are in aggressive growth mode so please do NOT apply unless you are a go-getter and an overachiever!

### **What we offer:**

- Competitive compensation package that includes a competitive base salary plus commissions & bonuses. Estimated annual income: \$80 - \$100k+
- Energetic, positive, data driven work environment with a team culture that prizes excellence and commitment to company mission.
- Benefit package: health, dental, employee assistance program, life insurance, 401(k). We also fund qualified employee support services, including counseling and self-improvement opportunities.
- Employee Participant Incentive Plan: We recognize employees who work hard and become an intricate part of our business by sharing our company's success with them. After 9 months, an employee is eligible to receive profit sharing and incentive units in the company. In addition, all business matters, including salaries and financial documents, are conducted transparently. We demonstrate democratic work values and self-directed teams with are at the core of our business

### **What you will do:**

So, you've been a sales hero for years, saving the day for high tech companies, exceeding goals is a given and you're now ready to put on a new cape, ready for the next worthwhile challenge of being a sales leader. You are looking for something to stir your passion, to be part of something

bigger and transformational - this is the opportunity to do what you love to do in a different kind of company.

- Grow our largest accounts by securing additional purchasing agents at those accounts
- Reach out to community, CSR and public relations departments at Bay Area tech companies to form relationships and get introductions to purchasing agents
- Warm call assigned potential purchasing agents and cold customers to secure opportunities
- Respond to all incoming leads from our website, calls, referrals and special events.
- Execute monthly prospecting calls for existing customers assigned by account managers
- Obtain referrals from LinkedIn, event planners, corporate responsibility agents and office managers to drum up new business
- Attend conferences, tradeshow and SI sponsored events (Post Covid) and follow up with potential leads.

### **Must Haves**

- **At least 2 years of promotional products business development leadership experience**
- Proven track record in building sales and customer success organizations, including coaching and recruiting
- Passion for all phases of acquiring and serving customers – from pipeline generation to customer on-boarding and retention and customer service.
- Strong data analysis and reporting capability
- Comfortability to work both as a manager and as a hands-on contributor

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 ex-offenders, recovering addicts, long term unemployed, veterans, under-represented minorities' and underemployed (Based on education and experience) are strongly encouraged to apply.**