

## **NATIONAL SALES MANAGER**

Simba Cal, an industry leader with over 45 years of operations serving the Awards and Promotional Products markets is seeking a National Sales Manager to join our team! You will be responsible for all Territory Sales Representative activities in the USA. We are looking for a driven, initiative-taking, collaborative member committed to growing their career in the Promotional and Awards products industry. See us at PPAI Booth 2261 Jan 11-13, 2022. APA 720-721.

### **POSITION RESPONSIBILITIES:**

- Effectively promote and sell Simba Cal products into Promotional and Award products markets
- Meet or exceed established sales goals and department objectives
- Generate new sales through telephone, outside appointments, and development of referrals and leads through networking, cold calling, prospecting, tradeshow, and other techniques
- Build and leverage relationships with businesses and individuals to promote company products
- Maintain and communicate accurate sales reports, detailing appointments, prospecting calls and account maintenance
- Participate in events, promotions, client entertainment, and other activities as required
- Work closely with CEO, COO and support departments to create an excellent customer experience
- Ensure all Sale Representatives enter pertinent prospect and customer information in the CRM platform

### **SKILLS & QUALIFICATIONS:**

- Excellent verbal and written communication skills,
- Demonstrated ability to meet and exceed agreed upon sales goals
- Effective time management and organizational skills
- Flexible schedule with the ability to work nights, weekends, and holidays as required
- Strong computer skills, including knowledge of Microsoft Office (Word, Excel, and Outlook) experience in CRM a plus
- Valid driver's license required with a safe driving record
- Bachelor's Degree from an accredited four-year college or university or equivalent experience
- Minimum of five (5) years prior sales experience selling to Promotional and or Awards products clientele; preferably in a supplier or distributor environment

This job description provides information about the general nature and level of work performed by employees assigned to this classification. It is not a complete list of all responsibilities, duties, and skills required of personnel so classified.

Compensation: Salary plus commission    Benefits Offered: Medical, Paid Vacation and 401K

Employment Type: Full-Time

Location: Preferred CA or NC however will consider remote based on experience

An employee may be required to perform duties outside of normal responsibilities from time to time and at any time, as needed. We provide equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, marital status, gender identity, sexual orientation, veteran status, or genetics. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leave of absence, compensation, and training