

NATIONAL SALES MANAGER - Premiums

Compensation: Salary plus commission

Benefits Offered: Medical, Dental, Life, Paid Vacation

Employment Type: Full-Time

Location: Southern California

Job Summary

This position will be responsible for the sales of tech gear and accessories within the premiums and promotional channel. We are looking for a driven, initiative-taking, collaborative member committed to growing their career in the consumer electronics and esports industry. This position will receive supervision from the VP of Marketing and CEO.

Duties & Responsibilities

- Effectively promote and sell tech gear and accessories within the premiums and promotional products industry
- 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 assets
- Maintain and communicate accurate sales reports, detailing appointments, prospecting calls, and account maintenance
- Participate in events, promotions, client entertainment, and other activities as required
- Other duties as assigned by the department director
- Work closely with VP of Marketing, VP of Sales, COO, CEO, and servicing departments
- Enter all pertinent prospect and customer information in the CRM platform for efficient reporting and historical data purposes

Skills & Qualifications: The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Ability to work out of Anaheim, CA Office daily
- Excellent communication skills, both written and verbal
- Demonstrated ability to meet and exceed stipulated sales goals
- Effective time management and organizational skills
- Flexible schedule with the ability to work nights, weekends, and holidays as required
- High energy and passion for what you are selling
- 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

Education & Experience

- Bachelor's Degree from an accredited four-year college or university or equivalent experience
- Minimum of three (3) years prior sales experience selling to promotional 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. 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. In addition to federal law requirements, we comply with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. 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.