

## Job Title: **Sales Representative**

Let's Support LLC is a promotional product manufacturer with 25+ years of expertise in the textile industry. We are looking for a full time sales and marketing associate to assist with the expansion of our company.

This business to business sales role is perfect for one who has working knowledge of printing and promotional product sales. You will aggressively prospect and develop accounts, generate sales quotes and handle customer inquiries. You will be highly engaged in business development. You will initiate outbound calls and receive inbound calls, email, etc. in order to develop new business for the company.

### **Responsibilities may include, but are not limited to:**

- Learn, understand and promote Let's Support's products
- Develop new clients, build long-term relationships, achieve sales growth and increase brand awareness.
- Coordinate sales efforts with marketing and sales managers
- Contact potential clients by phone, email, mail or in person and follow up as required
- Coordinate Purchase Orders with overseas manufacturing team
- Visit and present our products to potential clients by attending in-person meetings and trade shows across US
- Assist marketing manager with creation and execution of marketing and social media campaigns.

### **Requirements:**

- Experience in sales
- Outgoing, dynamic personality
- Lives in San Diego and can easily access our downtown San Diego office
- Must be able to work independently and prioritize multiple projects with minimum supervision
- Must be able to travel within the USA and attend tradeshow as needed
- Able to start work immediately
- Minimum of 2 years B2B of inside sales experience with a demonstrated ability to close
- Strong verbal and written communication and presentation skills
- Strong MS Office and knowledge of CRM systems
- Must have a record of success in cold calling, qualifying leads, positioning value-added services and closing business.

- Must be a fast-paced, goal oriented individual who can provide world-class service to our customers

**Preferred Qualifications:**

- Recent Promotional Product Sales Experience
- Experience working in the printing industry
- Can-do attitude that loves to be challenged
- Metrics-oriented and organized, with a strong need to win
- An excellent communicator with the ability to facilitate a presentation or a one-to-one meeting
- Demonstrated ability to work effectively with management, operations and marketing teams
- Knowledge of PPAI and ASI is preferred
- Associate's degree or equivalent experience in printing or promotional product sales preferred, but not required
- Experience and knowledge in promotional products or textile industries is a plus

\*\*Salary Commensurate with Experience\*\*

**Company: Let's Support LLC**

**PPAI Member number: 717765**

**Job Location: San Diego**

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