

## **SALES MANAGER – B2B**

North BAY AREA

Compensation – Base + Commission, DOE

Exciting opportunity for an experienced Promotional Products sales manager ready to step into sales manager role to advance the growth of this award-winning promotional products 25 year old award winning supplier.

The sales manager will report directly to the CEO and be responsible for sales growth and business development. The role requires you to be flexible and accountable, collaborative & creative, and thrive in a fast-paced, high-change environment.

### **Roles and Responsibilities:**

- Collaborate with strategic alliances and partners in global markets to manage the projects from concept to packaging to client satisfaction.
- Manage all project costs for promotional programs
- Attend all Trade Shows and be the face and voice of the firm
- Develop and mentor junior staff
- Manage all conference calls and in-person meetings
- Other duties as required
- Stay up to date on industry trends and competitive launches

### **Qualifications:**

- 5+ years experience working in a similar environment
- Understanding of product development process and merchandising
- Highly organized with excellent project management skills
- Ability to anticipate needs of clients
- Extremely detail oriented
- Excellent communication skills (verbal, written, interpersonal) with all levels of management
- Ability to work and thrive in an ever-changing environment
- Flexible and able to react to changes quickly with a positive attitude
- A calm and collective attitude while juggling multiple projects with tight deadlines
- College degree or equivalent experience required
- Proficient in various software packages