

Sales Representative - Remote

Do you enjoy researching and negotiating? Are you familiar with the promotional product industry? Do you love working in sales and supplying superb customer service? If this sounds like you, apply to join our team as a Sales Representative today!

Ad Pro Partners is based out of Arizona and produces promotional printed products such as sticky pads, sticky cubes, calendars, legal pads, among many other products in acrylic and vinyl.

As a Sales Representative you will:

- Call on current and prospective customers to build and maintain client relationships and drive sales
- Contact cold and warm prospective customers through a combination of telephone, email, LinkedIn, social media and potentially in person
- Prospect for new customers and sales channels
- Work directly with promotional product distributors to discuss and understand their needs and then develop customized solutions leveraging our products
- Obtain appointments for sales meetings, prepare presentations and proposals. Close sales and gather all detailed information to develop accurate sales plans
- Provide creative selling ideas, current with industry trends, as well as input into new product lines
- Enter sales information into CRM, provide status updates to major clients, work with production team on forecasting

Skills, Experience, and Requirements

At least 2 year B2B sales experience - Promotional product industry highly preferred

Ability to work remotely in a team-based environment

Ability to travel occasionally to meet major distributors in the SW region (or if outside AZ, travel to distributors within your region) up to 10% of time

Excellent telephone skills

Strong computer and tech skills

Strong sales and client relationship management skills and experience

Relentless persistence in a competitive marketplace