

Edwards Garment Co:

Northern California / Northwest Territory – Sales Rep

Location: Remote/Home Office – Must be in Territory (Northern Cal)

Agency Position: Steve and Associates (Exclusive Representatives for Edwards Garment for California)

Edwards Garment is a leader in Corporate Apparel, and Uniform Programs. We specialize in apparel programs for all industries.

Our Mission: Promoting our Broad Array of Products and Services to Grow both New and Existing Corporate Apparel Program business in the Northern California and the Northwestern Region of the US.

Job Vision: The Territory Manager is responsible for pioneering and adding new customer relationships and new opportunities with current clients. Working within an assigned territory representing Edwards Garment and Edwards X Custom Apparel and aligning with company sales goals and strategies. This position supports Northern California, Oregon, Washington, and Idaho.

Opportunity: We are looking to strengthen and grow our business in Northern California and the Northwest Territory through existing and new distributor relationships. We want to further develop close business relationships with client sales teams and coordinators.

Job Opening: We are looking for an outside sales professional with Experience in Apparel and Promo Sales through distributor groups. Must be a self-starter, and able to work remotely with minimal supervision. The job will require regular calls on Promo Companies, Uniform Dealers, Industrial Laundries and Decorators within the defined territory.

Ability to handle detailed projects and customer timelines is essential. Well versed and skilled at technology is very important.

Job Summary and Essential Functions

- Travel Consistently within the assigned territory representing Edwards Garment's family of products and services, to new and existing accounts.
- Focus on new account acquisition in the territory
- Develop proper relations and rapport with client's sales personnel within the territory in order to maximize sales results
- Initiate regular "in person" and "electronic contact" with assigned accounts regarding any opportunities to maximize their business with Edwards Garment
- Maintain accurate records of all sales and prospecting activities on the Edwards CRM. Including sales calls, presentations, and follow up activities within the assigned territory
- Identifying and documenting distributor apparel programs, and developing a strategy to help our partners grow these programs
- Coordinate with inside sales, customer service, decoration, and operations departments to meet customer demands
- Assist Edwards in forecasting product sales and growth within the defined territory.
- Participate at regional industry tradeshow and customer events
- Participate in Edwards sales meetings and National events
- Contribute market strategy suggestions and monitor competitive products and services
- Responsible for managing own expenses within an established budget.

Knowledge, Skills, and Abilities

- Demonstrate effective interpersonal, as well as verbal and written communication skills in order to maintain key internal and external relationships to support business success
- Ability to work with minimal supervision via a remote supervisor relationship, including exercising good judgement when making independent decisions.
- Must be able to present materials comfortably in a group environment, or must be able to learn this skill quickly

- Demonstrate a competent level of understanding of the Edwards products and services, and can present in a professional manner
- Working knowledge of textiles, fabrics, and general garment construction terms as they apply to Edwards product lines, as necessary for sales presentation to accounts/customers.
- Ability to organize, prioritize, multitask, and demonstrate flexibility in a dynamic, fast paced environment.
- Ability to take customer criticism and be willing to learn from it in a positive way.
- An understanding of branding guidelines and decoration techniques, and the ability to apply it to customer projects
- Ability to host presentations online for groups or individuals

Experience

- Minimum of one year sales experience or sales support required
- Proficiency using MS Office Suite, website navigation, and electronic communication
- Good understanding and some proficiency with Graphics Software and design programs (such as Adobe)
- Familiar with .DST Embroidery Files and stitch counts
- High Level of awareness of social media, and the ability to quickly adopt new forms of communication are required.

Workplace

- Home office or Mobile Office. Must reside within the territory.
- Frequent Travel by car will be required to cover the territory
- While traveling, must be prepared to transport sales sample lines and props for sales presentations
- CoVID 19: Many customers will require proof of vaccination or recent test results to allow in person visits. New hires must be vaccinated or test upon hire AND weekly in order to travel and be face to face with customers.