

Senior Sales Representative
Clik Clak Co
PPAI 217084
Norwalk CT

Job responsibilities: -

- Call on current and prospective customers and drive sales
- Schedule meetings with key distributors on a regular basis
- Increase Clik Clak's presence in the promotional product industry
- Understand and communicate stock product line and decoration capabilities as well as custom capabilities
- Analyze sales and forecast in order to maximize revenue and meet sales goals
- Prospect for new opportunities
- Understand customer needs
- Prepare presentations offering ideas and support and assist in creation of effective marketing collateral
- Understand industry changes and trends
- Maintain database of client information
- Identify trends within the industry and identify new applications for our products
- Travel where appropriate to meet customers
- Work within margin requirements
- Plan and attend trade shows as requested

Skills/Experience:

- Organized self-starter
- Goal oriented
- Creative thinker
- Excellent communication skills
- Upbeat, energetic and friendly
- Eager to grow sales
- Able to multitask, prioritize and manage time efficiently
- Able to work independently or as part of a team
- Financial acumen to identify most profitable solution in a given situation
- Proven sales experience

Remote position

If interested, please send resume to amy@clikclak.com