



Job Title: Marketing & Technology Sales

Department: Customer Success Department

Location: Remote

Reports to: National Accounts & Business Development Manager

Position Summary: Sales position responsible for AIM membership growth, demonstrating and selling marketing and technology programs to our client base of existing AIM distributors.

Essential Duties and Responsibilities:

- Demonstrate and sell technology solutions for AIM distributors, including but not limited to: AIM Tech Suite as a search and order management platform, standard and custom websites, and ESP integration upgrades.
- Sell marketing packages for AIM distributors, including but not limited to: brand and logo design, content writing, graphic design, social media, and email blasts.
- Achieve and/or exceed sales goals by conducting outbound phone calls to current AIM members and warm/cold leads for AIM membership.
- Work with the Marketing, Website, and Customer Success Support Teams to successfully onboard customers into their new services.
- Represent our company's products and services by having a comprehensive understanding and following with consumer research to identify how our solutions meet needs and requirements.
- Provide regular and timely observation of pipeline trends with corrective actions and reporting
- Nurture and expand the company's relationships with clients including traveling to industry tradeshows.

Knowledge and Experience:

- 1 – 3 years of B2B consultative sales experience
- Promotional Product Industry experience is strongly preferred
- HubSpot experience is a plus
- Infusionsoft experience is a plus
- Proficient in Microsoft Office

Core Competencies:

- Sales aptitude with a closing mentality
- Ability to work independently and collectively as a team
- Strong customer service and interpersonal skills
- Listens actively and communicates effectively
- Flexible and adaptable
- Strong relationship builder

- Technical curiosity and a natural flair for technical applications a plus
- Ability to break down technical concepts into more 'user friendly' terminology
- Adapts to changing work environments, work priorities and organizational needs.
- Able to confidently present in front of both small and large groups

Education and Training:

Bachelor's degree in business administration, marketing or information technology a plus