

Crystal D is actively seeking a self-motivated Territory Manager.

We are looking for a Territory Manager with experience in the Promotional Products Industry to help deliver on aggressive growth plans. The ideal candidate is a highly motivated self-starter with proven professional sales experience who is eager to seize the huge market opportunity. Promotional Products Industry experience is required. This position will be based out of MN and will travel into the assigned territory. Travel requirement will be approximately 25% of the time. Ad Specialty or Promotional Product experience is required.

Minimum potential earnings for this position \$85,000

We are seeking to hire a Manager for our Western Territory with travel expected to California being primary. This Manger would need to reside in the greater Mpls/St Paul area OR within the region.

We are also seeking to hire a Manager for our Midwest Territory with travel expected throughout the region. This Manager would need to reside in the greater Mpls/St Paul area.

ABOUT CRYSTAL D:

“We Turn Emotions into Memories” by serving our customers through an ***“Incredible Customer Experience” (ICE)***.

Crystal D is an award-winning supplier of recognition awards to distributors of the promotional products industry. We’ve been in business for 28 years and our mission is “To be the First Choice for crystal awards and gifts. We call our employees “Memory Makers” because that’s truly what they do.

We are consistently recognized as a leader in our industry and have received frequent awards including Supplier of the Year and Best Place to Work.

We have a tremendous amount of pride in the work that we do and it all stems from our no-nonsense, traditional Value Statements that shape our unique and distinctive culture. If you can wholeheartedly say that you share our below values, we want to hire you. If not, that’s ok, but please don’t apply.

Crystal D Core Values

I do what I say I will do. You understand how to play to win with moral soundness. You keep commitments and do what’s necessary to reach goals.

I have an unyielding persistence to improve. You know what it means to sweat the details and are continually looking for ways to improve.

I live by the Golden Rule. I treat people the way you want to be treated.

I have the burning desire to achieve in all you do. You don’t give up and always pursue a positive solution.

I am committed to the ongoing viability of the company. You share our values and work to the best of your abilities. You don’t quit when times get tough, but you persevere.

You also must possess these qualities to be one of our Memory Makers: grit, loyalty, tenacity, and excellent communication skills.

For more information about us to help you determine if you are a good fit for Crystal D, go to our website: *****.crystal-d.com

Job Responsibilities:

- Generate sales revenue by building relationships and increasing penetration within existing accounts, acquiring new accounts, and contributing to the continued growth of the business.
- Maintain in-depth knowledge of all account in the territory in order to evaluate and capitalize on their growth potential.
- Be the champion for the Crystal D brand and culture.
- Support the execution of all marketing and new product initiatives.
- Connect with customers through mainly through email, phone, online presentations and screen share. Some travel for in person meetings will be required.
- Partner with an Account Manager in the execution of strategies for exceeding sales.
- Participate in regional and national trade shows as needed.

Requirements:

- Associates degree or higher in Business, Marketing or related field or equivalent on the job experience
- Passion for sales and excellence in customer service
- Knowledge of proven methods for selling promotional products and services
- Excellent communication, interpersonal, analytical and problem-solving skills.
- Ability to problem solve quickly and effectively
- Results and goal driven
- 3 years professional sales experience.
- Ability to travel as required, approximately 25%
- Experience using a CRM tool to manage the territory
- Promotional Products Industry Experience is a must!

Pay: From \$65,000.00 per year

Benefits:

- 401(k)
- Dental insurance
- Employee assistance program
- Employee discount
- Flexible spending account
- Health insurance
- Life insurance
- Paid time off
- Tuition reimbursement

Schedule:

- Monday to Friday

Supplemental Pay:

- Bonus pay
- Company quarterly bonus

Experience:

- Related sales: 3 years (Required)
- Ad Specialty or Promotional Products: 3 years (Required)

Willingness to travel:

- 25% (Preferred)