

## **Promotional Products Sales Representative**

Retro 1951, Inc.

Richardson, TX USA

\$40,000 to \$50,000 Annually plus commission paid monthly

401K, PTO, Dental, Life, Medical, Vision Benefits, Short-term & Long-term disability insurance

Full-Time

### **Why Work Here?**

*Retro 1951 is a small family-oriented company with a 30-year history of success, looking to further grow under new ownership.*

### **Job Summary**

We are looking for a results-driven sales representative who has working knowledge of the printing and promotional products industry. The main responsibilities in this business to business role revolve around the ability to network, build relationships with customers and persuade them to purchase our products. Must be able to initiate outbound sales calls and receive inbound calls, email, etc. to generate new business as well as have the ability to prospect and develop accounts, generate sales quotes and handle inquiries.

### **Requirements and Qualifications**

- B2B inside sales experience with a demonstrated ability to close
- Some college level course work up to a 4-year degree is desired
- Strong computer skills, including MS Office and experience with QuickBooks and SAGE is preferred.
- Possess an energetic, outgoing and friendly demeanor
- Excellent phone and interpersonal skills with customers, peers and management
- Excellent communicator with ability to put together quotes and work with our in-house design team on virtual presentations to propose to customers.
- Must be able to prioritize, multitask and manage time efficiently
- Highly motivated and target driven with a proven track record in sales

### **Duties and Responsibilities**

- Serves existing accounts, obtains orders and establishes new accounts by planning and organizing daily work schedule to call on existing or potential accounts.
- Provide quotes and coordinate sales efforts with marketing and creative department to meet customer needs

- Work with Imprinter/Engraver to meet customer deadlines and stay within standard lead times for production
- Must be detail oriented, possess the ability to multitask, be able to organize and prioritize tasks and follow through on commitments.
- Understand customer needs and answer questions about products.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Continuously improve through feedback

## **Retro 1951 Brand Overview**

### **OUR STORY**

Retro 1951 was founded in 1990 with a focus on unique gifts and an emphasis on fine writing instruments and the accouterments of life. The pen is not only a pen but instead a vehicle to create a world of possibilities and a way of revealing who you are. The pen is a perfect gift that will last for years and serve as a token of achievement or fond memories. Retro merges the fashionable colors and designs of today with the vintage, quality ideals of yesteryear. Although Retro specializes in vibrant, unusual, and fun pens, we also offer “other cool stuff” with uncommon stylings. All of these items are branded and packaged with electrifying graphics, colors, and a feel of classic Americana. Every Retro piece is designed with an eye towards that nostalgic American Dream, and it could be best said that “We make ‘em like they used to!”™

In 2021, the Founder of Retro 1951 retired and a new team took stewardship of the brand and its mission into the future by maintaining the company atmosphere, while growing the brand.

### **OUR MISSION**

Retro 1951 is on a quest to bring enjoyment, energy, vibrancy, excitement, and value to the world of writing instruments and accessories. Known for bright, cool colors and unique themes, Retro stands by our motto, “Life is too short to carry an ugly pen!”™ Everything about Retro reinforces this statement.

Retro 1951, Inc is a family-first environment, that looks to help all employees succeed both professionally and personally.