



# We're Hiring

**Job Title & Description:**

Regional Sales Rep - NorCal

**PPAI Membership Number:**

383252

**Company Name:**

PowerStick

**Job Location:**

Remote / within the Territory

**Email Resumes To:**

hiring@powerstick.com

## POSITION

PowerStick is a rapidly growing promotional products supplier known for its creativity and unique suite of innovative products.

From custom consumer electronics to aesthetically pleasing and functional phone accessories, PowerStick consistently delivers high-quality products to its customers.

We would like to expand our sales capabilities and are currently looking for an Outside Sales Representative with experience in the Promotional Products Industry who can manage our sales representation in Northern California.

The successful candidate would be self-motivating with a proven track record and sales experience and eager to seize opportunities in Northern California.

Familiarity with key distributors and their key producers is essential.

## QUALIFICATIONS

Bachelor's degree preferably in marketing, communications or business.

Self-motivating with a proven successful sales track record and a passion for cool consumer technologies.

Strong Rolodex with established connections to the leading distributors and their key producers.

Promotional Product Industry experience is essential.

## RESPONSIBILITIES

Together with leadership, plan and grow sales revenue through relationship-building and increased penetration of existing accounts.

Acquire new accounts, and use best practices to continue PowerStick's growth in the Northern California territory.

Meet with accounts both in person and virtually.

Present PowerStick at customer and industry trade shows.

Ability to set product and customer forecasts.

Strong open and transparent interpersonal communication skills.

Participate in sales and vendor meetings, industry conferences, networking groups and trade shows.

Ability to travel at least 50% of the time.

## SUMMARY

PowerStick is a unique organization with a strong corporate culture that encourages transparency and rewards success.

Its products are unique, cool and designed specifically for the promo industry.

In good times and bad, PowerStick has continued to grow exponentially and exceed its customers' expectations.

We encourage everyone who feels in need of a career refresh to at least reach out and have a conversation.

**You can check us out further at [www.powerstick.com](http://www.powerstick.com)**

**[Apply to hiring@powerstick.com](mailto:hire@powerstick.com)**