

AccountManager

About us:

Pride Products helps companies promote their brand through promotional products/swag. We have been helping companies all over the United States for over 24 years. Our clients value our responsiveness, creativity and personal touch.

What Sets us Apart:

Our desire to continuously learn and improve.

Our ability to think carefully and creatively to help our clients and each other.

Our positive, can-do attitude.

Role:

Manage the promotional product sales cycle for new and existing clients with the goal of maximizing sales. Pride Products is primed for growth with new technology and is looking for a new team member who wants to be essential to that growth.

If you like to be creative, work hard, work fast, be relentless in figuring things out, and get excited about succeeding, then we would like to meet you.

Who We Need:

- **Great communicator:** This is a remote role so communication is vital. This is also a client facing role, one where you will be the primary contact so you need to be a good writer with impeccable grammar, spelling and syntax, and be confident on Zoom and over the phone.
- **Strong problem-solver who takes ownership:** While we do have established processes and workflows, there are so many products and different strategies in dealing with clients. We expect our Account Manager to take ownership of their client relationships and get creative to deliver the best products and service to our clients.
- **Well-developed ability to connect with people:** You must be excited to speak with clients, and be super responsive, proactive and hungry to expand sales with existing clients.
- **Meticulously detail-oriented even when juggling many projects at the same time:** Organizational skills are key to creating presentations, following up with clients, writing orders, and accurately updating all client communications in our CRM database.
- **A learner:** We need someone who loves to learn about our products and

services, and wants to contribute to our learning environment.

- A positive, upbeat, enthusiastic attitude towards clients and teammates.

What You Can Expect:

- You will work closely with the Business Development and Client Services Teams and Owners.
- Receive on-going feedback for improvement.
- Work-Life Balance: rare late-night hours or weekends.
- Monday-Friday 8:30am-5:30pm eastern standard time.

Qualifications:

- 1+ years of experience working in a service business or client-facing role (not retail)
- Bachelor's Degree

Join Us:

This is a remote full-time salaried position. We offer:

- A competitive salary
- Health Insurance
- Paid Time Off
- Work from anywhere
- An agile start-up like work culture where we are always looking to learn and improve

If Interested:

Please submit your **resume AND cover letter** to bfox@pride-products.com. Share how you could be a good fit for us based on the above description.