

Who We Are

Brand+Aid is a merchandise agency with spunk. Our specialty is creating custom merchandise and promotional products for brands and their end-users. From headwear and shirts to one-of-a-kind products, we run the gamut when it comes to making impactful merchandise. From brands like Adidas and Goldman Sachs to government entities, ad agencies and bands; we serve a host of clients. Every brand needs exposure of some kind and we pride ourselves on building product collections that leave lasting impressions. We pride ourselves on being perfectionists. The “Golden Rule” is the backbone of our service philosophy, response times, and project timelines. We maintain robust and positive relationships with our entire ecosystem. If they don’t look good, we don’t look good. Take a closer look at [Brand+Aid](#).

We’re Looking For

A hyper-organized team-player who thrives in an environment where you can be yourself. We might be right for each other if you are:

- Exceptionally organized
- Committed to delivering client projects on-time (or better yet, early)
- Focused on the end goals and able to enjoy the journey
- An exceptionally creative thinker with a sense of humor
- Fast-paced and enjoy working hard
- Thick-skinned and wired to work hard and play hard

We don’t give awards for showing up but we do reward for going above and beyond!

We’re Not Looking For

- Solo-flyers - if you like working by yourself and answering only to yourself then you should probably bail-out now
- Those threatened by change

Our Commitment to You

We believe when the Company grows financially, our staff should grow financially as well. We commit to being active listeners and trainers. We’ll do all that we can to set you up for success, then it’s up to you!

Title: Account Manager (Sales Department)

BRAND+AID is looking for an Account Manager to join our team. You will work directly with the Sales Team to maintain and expand client accounts. This is a sales focused position involving both client and project management. You will succeed based on your strong industry knowledge, client and vendor relationships, strong knowledge of brand guidelines, and project management methods.

ESSENTIAL DUTIES & RESPONSIBILITIES

Your responsibilities are varied and complex. They include, but are not limited to:

- Identify and execute on sales opportunities that help drive revenue growth

- Manage multiple projects simultaneously with varying clients, timelines, priorities, costs, and logistical complexities
- Educate and guide clients regarding the company's order and approval processes, quality standards and production timelines
- Produce creative and accurate quotes and presentations using innovative product ideas to support the client's branding approach and marketing goals
- Understand industry specific manufacturing, production and decoration methods
- Implement resourceful sourcing and quoting strategies, balancing the client's and company's business needs
- Communicate project changes, order timelines and status updates to internal and external stakeholders
- Ensure on-time and on-budget delivery while successfully managing and meeting client expectations
- Proactively work with internal departments to account for all aspects of project scope and adjusting as needed
- Expand strong business relationships with clients, internal resources and vendors
- Maintain accurate and up-to-date records of quotes, orders and art proofs

Requirements

- Bachelor's degree in marketing, communication, business, or equivalent combination of experience and education
- 3-5 years of sales experience in promotional products, ad agency or marketing function
- Proficient in Microsoft & G-Suite applications
- Experience with ERP and CRM systems (Ideally CommonSKU and Pipedrive)
- Excellent oral, written and interpersonal communication skills
- Detail oriented, exceptional organizational skills and the ability to deliver under deadlines with a high level of accuracy
- Strong work ethic that supports working independently under minimal supervision as well as the ability to work effectively in a collaborative team environment with a dynamic range of people
- Ability to handle sensitive situations with tact and well-reasoned judgment
- Proven ability to provide outstanding client service
- Curious, flexible and good humored with a positive "can do" attitude
- Ability to effectively provide, receive and respond positively to constructive feedback
- Willing to proactively seek out information, training and other resources needed to facilitate continual professional development necessary to be successful in this position

If this sounds like you and what you want out of your career please contact us at lee@brandaiding.com to schedule an interview!