

Have you ever seen a Koozie® can cooler with the name of your favorite band or performer at a concert? Have you ever seen a pen, a magnet, a calendar, a vacuum sealed tumbler, an award, a grocery bag, a ceramic mug, a backpack or duffel bag with a company logo or slogan? If you have, you very well may have seen products manufactured or decorated/imprinted by the amazing team at Koozie Group (formerly known as BIC Graphic). We are the behind the scenes company producing swag and promotional products for our customers. We have amazing brands and products, some of which include Koozie®, BIC®, Triumph®, JAFFA® and more....and we want you to join our Koozie Group Family!

Why join the Koozie Group team:

- *People First culture*
- *Great Benefits (Health, Dental, Vision, 401k with match, and more!)*
- *Paid Time Off (Vacation, Sick, Personal)*
- *Tuition Reimbursement*
- *Advancement Opportunities*
- *Employee Referral Bonus Program*
- *Annual Performance Reviews*
- *Employee Discount Program*

Job Summary:

The Inside Sales Account Manager is an entry-level position responsible for growing an assigned territory to meet budgeted annual sales goals, partnering with territory counterpart. Through individual and team efforts, promote all Koozie Group products to an assigned customer base through telephone contact and electronic methods utilizing technical product knowledge and sales collateral. This position will also require cross department interactions.

Responsibilities:

- *Responsible for an assigned territory, aligned with Field Account Manager(s) / National Account Manager(s)*
- *Collaboration with territory counterpart on key accounts.*
- *Account Management responsibilities to include:*
 - *Take Inbound calls and manage email communication*
 - *Generate product ideas and presentations*
 - *Outbound sales call campaigns*
 - *Pre call planning and post call follow up*
 - *Utilization of Salesforce for activity and opportunity management*

- Pricing, Quoting & Bidcast with Pricing/Quoting team & follow-up
- Manage cluster exception spreadsheet
- Track rebate distribution and trending
- General customer detail management within Salesforce for Contact information
- Manage specific Marketing campaigns as directed.
- Report on key trends and opportunities on a regular basis
- Meet or exceed individual and team sales and performance goals.
- Perform other related duties as directed.

Qualifications:

- Bachelor's degree preferred
- Excellent computer skills – MS Office, Outlook, CRM, ERP OBI systems
- Above average proficiency in Excel and Powerpoint
- Ability to cross-sell, upsell, and possess a sales mentality.
- Highly motivated with a self-directed work ethic.
- Consistent and demonstrated positive demeanor when working with others under all types of circumstances.
- Must be a Team Player that is well organized and driven in making a positive impact to the department.
- Must be able to work shifts and overtime as scheduled and/or required to meet business timelines.
- Must be able to organize workload in an effective manner.
- Must have a sense of urgency and strong communication skills.

2 Weeks Training onsite in Clearwater, FL required for this vacancy

Our customers come from all walks of life and so do we. We hire great people from a wide variety of backgrounds, not just because it's the right thing to do, but because it makes our company stronger. If you share our values and our enthusiasm to Keep the Good Going, you will find your way at Koozie Group.

Koozie Group is proud to be an Equal Opportunity Employer. We do not discriminate against any applicant or employee based on race, age, sex (including pregnancy, childbirth, or related medical conditions), gender, marital status, national origin, ancestry, citizenship status, mental or physical

disability, religion, creed, color, sexual orientation, gender identity or expression (including transgender status), veteran status, genetic information, or any other characteristic protected by applicable federal, state or local law. Koozie Group also prohibits harassment of applicants and employees based on any of these protected categories.

In compliance with the Americans with Disabilities Act, Koozie Group will provide reasonable accommodations to qualified individuals with disabilities and encourages both prospective and current employees to discuss potential accommodations with the employer.