

About Us

GO2 Partners works with many of the largest companies in North America, delivering strategic marketing and operation solutions to business challenges. As a leading full-service strategic business solution provider, GO2's expertise extends to technology, asset tracking, print management, marketing execution, and more.

GO2 was recently recognized by PSDA (the Print Services & Distribution Association) as the #2 Fastest-Growing Print Distributor in the US and the #1 Seller of Labels + Tags in the US.

As an employee-owned business, GO2 Partners delivers results with the power of a national enterprise and the feel and attention of a small business. We go above and beyond for every customer, because our success is dependent on their success – that's the power of partnership.

Why is GO2 Partners a great place to work?

- **We want this to be the best place you've ever worked.** We know that a happier and healthier team means a more productive and successful company.
- **We are committed to fostering a diverse and inclusive workplace.** Our employee-owners are the most valuable asset we have. We are committed to creating an environment where all employee-owners are not only included, but celebrated for their positive impact on our organization.
- **We are invested in your success.** With our ESOP, or Employee Stock Ownership Plan, we provide every employee with an ownership interest in our company. We believe in cultivating team-oriented thinking and open communication, as well as individual growth and recognition, because we all have a direct impact on the success of our company.
- **We are invested in the community.** GO2 offers each employee eight hours of paid community service time per year. Our company will also match financial donations made to community nonprofit organizations by an employee.

We are looking for a Promotional Products Account Manager. The right candidate can be fully remote or work out of one of our 11 offices throughout the United States. The salary range for this position is \$60,000 - \$70,000.

Job Responsibilities:

As Promotional Products Account Manager with GO2 Partners, you will collaborate with existing sales executives to identify customer needs in the promotional products market and strategize potential growth opportunities. You will also conduct periodic reviews to develop profitable working relationships and strengthened customer service.

- Develop and maintain strong business relationships with all internal Partners, focusing on collaborative approaches to expand and deepen existing relationships while increasing revenue from the promotional products segment.
- Act as the internal SME for all things related to the promotional products industry, including current trends, sales opportunities, and custom product sourcing
- Support internal customer service providers in ideation, customer presentations and Request for Quote responses, while providing a central contact for supplier issues, product questions, and any other needs.
- Implement detailed plan to grow promotional product sales by 50% in the first two years
- Develop and manage customer relations for assigned accounts
- Communicate extensively with clients via phone and email regarding orders & shipping information
- Research product and provide recommendations; provide virtual samples; physical samples.
- Prepare quotes for customer orders
- Receive client's artwork and vet for need for design modifications.
- Enter sales orders via ESP or Navision.
- Coordinate the client's review and approval of proofs
- Coordinate sales order with Account Coordinators
- May participate in presentations, meetings, etc. and attend industry trade shows
- Other selling duties as assigned, based on business requirements.

Required Education/Experience:

- High school diploma or equivalent.
- Six to twelve months promotional product sales experience required.

Required Skills:

- Proficient in the use of Microsoft Software applications such as Outlook, Word, Excel and PowerPoint
- Above-average 10 key and typing skills
- Effective problem-solving capabilities
- Ability to communicate clearly and concisely in both oral and written form
- Ability to work well under pressure, on multiple projects and meet deadlines

Excellent benefit package includes health insurance, dental insurance, vision insurance, 401k, profit sharing, life insurance, disability insurance, long term care insurance, flexible spending, health savings account, holiday, vacation and sick time, and employee assistance program.

GO2 Partners is an Equal Employment Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity and expression, disability and protected veteran status, age, or any other characteristic protected by law.

We are committed to providing access, equal opportunity, and reasonable accommodation for individuals with disabilities. If you require reasonable accommodation in responding to this job announcement, interviewing, completing any pre-employment testing, or otherwise participating in the employee selection process, please contact Go2HR@go2partners.com.

GO2 Partners participates in E-Verify.