

## INSIDE SALES – SONOMA

Build your career without boundaries..... An in office opportunity in Sonoma

As a sales professional with us, you will represent innovative products & services with the power to significantly impact the national brands we work with. With 26 years of success in the B2B promotional products industry we are in high demand. As an Account Executive your goal is to engage in consultative dialogue to meet our clients needs. In the process you will be juggling between phone conversations, emails, creative brainstorming and client meetings. To be successful, you will need to learn our unique creative capabilities & then work with your client base to develop solutions for them & build your desk. We provide the blueprint & you add your creative flair & perseverance to be prosperous..... this is an in office 8:30-5PM position. This is a great opportunity for someone who is both creative and sales oriented. You will have the chance to work as a member of a team of professionals focused on providing custom solutions for qualified customer's promotional needs. Specifically, we are looking for a high energy sales focused individual with a positive attitude and willingness to learn a new and exciting industry.

This is a consultative selling environment, one that comes with loyal customers who have specific needs and budgets. Our customers are national brands, household brand names and organizations.

### **Roles, Responsibilities & Expectations:**

- Knows how to build and maintain long term relationships
- Has a positive, upbeat, creative and persuasive personality
- Is detail oriented and has highly developed organizational and time management skills
- Has excellent verbal and written communication skills
- Has strong listening and positioning skills, with a demonstrated ability to understand customer needs and articulate solutions
- Find and develop prospects through networking, referrals, cold calling, business development through support organizations, direct selling, etc.

### **Requirements:**

Enthusiasm for sales

Excellent written and verbal communication skills

Ability to work independently in a fast paced, demanding environment

Self-motivated, analytical & organized

Ability to manage competing demands and changing priorities calmly and effectively

Confident phone manner

Industry Trade Show Travel

Associates Degree

We offer a challenging opportunity. Salary, Commission & benefits.

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