

## Sales & Marketing Manager / Key Customer Liaison

Company: Lion Circle Corp.

Location: Chicago, IL (near Midway Airport), preferred

Lion Circle is an established, promotional products supplier and specialty printer that manufactures over 3,000 items made from paper board, flexible plastic and magnets, located in Chicago. We are seeking a full-time, experienced Sales & Marketing Manager / Key Customer Liaison, who is energetic and motivated, to join our team. Lion Circle is a top rated award-winning supplier in the ad specialty industry.

The key responsibilities of this position are:

1. Develop and oversee business relationships with top accounts and all distributor inquiries for special pricing and escalated issues that require attention and decision making.
2. Ensure Lion Circle product data is optimized across all search engines and industry databases including Sage, ESP, Commonsku along with ensuring target ads, banner ad placements, and eblasts are scheduled and maintained.
3. Responsible for planning, organizing, attending and follow-up on all trade shows, including representation at the major industry shows as exhibit staff and follow-through on all pertinent leads.

### Qualifications

- Bachelors Degree Preferred
- 5+ years in promotional products industry
- 2+ years prior experience in managing accounts
- Excellent written and oral communications skills
- Ability to Multitask large workload
- Great Team player, who will proactively jump in to assist customer service
- Take ownership of work load and problems with a positive "can-do" attitude.
- Computer savvy – intuitively be able to navigate computer systems quickly and effectively.
- Be a problem solver – find the most efficient way to complete tasks.
- Be a quick learner who can adjust focus with changing priorities.
- Show initiative with time management.
- Excellent verbal skills – speak professionally and intelligently about our products and services.
- Strong work ethic, excellent attendance record and willingness to learn.
- Must be able to thrive in a busy environment, multi-task and react quickly to shifting priorities

