

Inside Sales Account Manager

Full Time

Clerical

If our name sounds familiar, there's a reason why. We're the people behind the iconic Koozie® Can Cooler – and more! As one of the largest suppliers in the promotional products industry, you've probably seen our work everywhere from your local bank to a large concert or sporting event. We imprint company logos and slogans on everything from pens to coffee tumblers, lunch bags, tech accessories, camp chairs, and award-winning calendars, to name just a few. Our desire to benefit our people, customers, communities, and industry is behind all that we do. We call it Keep It. Give It., and it ensures that we are leaving a positive, lasting impact with the products and solutions we deliver.

We're looking for the right person to fill this role. Read on if you want to know more, and discover how we like to keep the good going@!

Why join the Koozie Group team:

- People First culture
- Great Benefits Including:
 - Medical HSA and HRA plans
 - Flex spending accounts
 - PPO dental
 - VSP vision
 - Employee assistance program
 - Employer-paid life insurance
 - 401(k) with employer match
- Paid Time Off (Vacation, Sick, Personal)
- Tuition Reimbursement
- Advancement Opportunities
- Employee Referral Bonus Program
- Employee Recognition Program
- Employee Charitable Giveback Program

Job Summary:

The Inside Sales Account Manager is 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 utilizing technical product knowledge and sales tools. This position will also require cross department interactions.

Responsibilities:

- Develop and grow sales in the assigned territory, aligned with Field Account Manager(s) / National Account Manager(s)
- Build and leverage relationships with distributor customers as well as demonstrate a deep understanding of how each goes to market including company stores, co-op programs, web stores, etc. and work with them to add Koozie Group products to their selling suggestions by working to position Koozie Group as a sales partner.
- Maintain contact with the distributors to resolve problems, respond to ongoing inquiries, investigate and resolve situations related to sales.
- Deliver the company's value proposition to distributors on our product lines so distributors have tools to provide the same value propositions to their customers.
- Develop strong knowledge of our key product offerings. Provide advice to clients regarding specific promotional products. Recommend merchandise based on clients and company's goal.
- Knowledge of principles and methods for showing, promoting, and selling promotional products or services. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales systems.
- Develop and maintain detailed account profiles for large accounts in territory in collaboration with territory partner.
- Review and analyze sales results for assigned territory
- Report on key trends and opportunities on a regular basis
- Develop, foster and grow customer relationships within assigned region, selling Koozie Group's product lines to distributors in order to meet and exceed assigned sales goals.
- Account Management responsibilities to include:
 - Utilization of Salesforce for activity and opportunity management
 - Generate product ideas and presentations
 - Outbound sales call/email campaigns
 - Pre call planning and post call follow up
 - Pricing, Quoting & follow-up
 - Track rebate distribution and trends
- Participate as a collaborative member of a sales team and sales region.
- Travel with territory partner twice a year for presentations, meetings, and/or tradeshows
- Perform other related duties as directed.

Qualifications:

- Bachelor's degree preferred
- At least 1 year of prior inside or outside sales experience preferred
- Excellent computer skills – MS Office, Outlook, CRM, ERP OBI systems
- Above average proficiency in Excel and Powerpoint
- Salesforce knowledge and use preferred
- Ability to cross-sell, upsell, and possess a sales mentality.

- Highly motivated with a self-directed work ethic.
- Must be able to organize workload in an effective manner.
- 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 have a sense of urgency and strong communication skills, both written and verbal
 - Exposure to a B2B and distributor sales environment preferred, but not required
 - Experience in the advertising and promotional products industry preferred, but not required

1 Week 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.