

# **Regional Account Manager (New Jersey/Pennsylvania)**

Full Time Professional

Clearwater, FL, US

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 (as soon as 6 months)

Employee Referral Bonus Program

Annual Performance Reviews

Employee Discount Program

**\*Must be located in the greater New Jersey or Pennsylvania (preferable Philadelphia) area and willing to travel\***

## **Job Summary:**

The main functions of the Regional Account Manager is to build and leverage relationships with distributor customers as well as demonstrating 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.

## **Responsibilities:**

- Develop and grow sales in the assigned territory.
- Utilize strong sales and presentation skills to increase exposure to distributor customers within the assigned territory.
- Travel for presentations, meetings, and trade shows up to 50% a month in assigned territory
- Develop and maintain detailed account profiles for large accounts in territory.
- 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.
- Manage territory of distributors conveying to them how our advertising and promotional products fit into their customer's marketing plans.
- 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.
- Participate as a collaborative member of a sales team and sales region.
- Develop strong knowledge of our key product offerings. Provide advice to clients regarding particular 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.
- Problem solve quickly and efficiently.
- Review and analyze sales results for assigned territory
- Manage expenses and forecast for territory.

**Qualifications:**

- BA/BS degree, in Business or other related field of study OR experience in advertising and promotional products industry
- 3-5 years of prior experience in Sales
- Proven work experience as a sales representative
- Excellent computer skills – MS Office, Outlook, CRM, ERP OBI systems.
- Ability to work and prioritize independently, self-motivated and driven.
- Must be detail oriented, have strong creative, analytic, critical thinking, decision making and presentation skills.
- Exposure to a B2B and distributor sales environment preferred, but not required.
- A passion to sell; Excellence in Customer Service
- Effectively communicates, both written and verbally
- Prioritizing, time management and organizational skills
- Results-driven and actively seeks out and engages customer prospects.

*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.*