

PWS (Pacific Western Sales) is a family owned business, since 1979 that is committed to providing creative solutions and outstanding service to its customers. With two facilities, one in CA and one in TN, our product line focuses on bags and packaging and we are looking for an inside salesperson, who is a "go-getter!"

This is an excellent opportunity for an energetic, outgoing, and creative salesperson with promo experience. You will perform all inside sales functions in an assigned territory. This includes responding to inquiries, soliciting, and securing orders from potential and current clients, communicating product information and features that will enhance clients' knowledge, creating productive relationships, and developing and implementing sales strategies to increase sales.

Please send resumes to andrea@gopwsproducts.com

Please visit our website: <https://www.gopwsproducts.com/home.jhtm>

ESSENTIAL JOB DUTIES:

- Execute effective cold call strategies to acquire new accounts
- Develop effective sales strategies to increase sales
- Secure orders from existing and new clients
- Respond quickly and knowledgeably to all inbound requests for information
- Secure opportunities to quote on client projects
- Follow up by phone and email on quotations submitted to clients
- Establish professional client relationships
- Perform all assigned duties in the assigned sales territory, including but not limited to, meeting or exceeding all sales goals
- Keep detailed records of all sales activity in CRM
- Performs any directly related appropriate duties assigned by Management
- Attend trade shows

ACCOUNTABILITIES:

- Achieve revenue goals
- Achieve minimums set for outbound calls and call times
- Evaluate customer needs and recommend appropriate products and solutions
- Recognize factors influencing a customer's purchasing decision and utilize convincing sales techniques to respond to customer's objections and overcome barriers to sales
- Utilize and create new and creative ways to sell products
- Support customer needs by responding in a timely and professional manner
- Follow up on all sales leads
- Demonstrate consideration and a personal stake in customer success
- Establish and maintain productive, mutually beneficial relationships with customers
- Establish and maintain productive relationship with outside sales personnel
- Establish and achieve short and long-term business goals
- Become expert in field
- Increase overall sales

DESIRED SKILLS & ATTRIBUTES:

- 5+ years inside sales experience
- Experience in the promotional products industry
- Desire experience on the supplier side
- Competitive and growth-oriented
- Creative & imaginative problem solver
- Polished & professional demeanor
- Ability to do minimal travel
- Ability to process and organize information with high attention to detail
- Bachelor's Degree preferred

Job Type and benefits:

- Full time
- In CA office or this can be a remote position
- hours to be determined - based on candidates work location
- Salary plus tiered bonuses - based on growth
- 401K
- 401K matching
- Dental Insurance
- Health Insurance
- Life Insurance
- Vision Insurance
- Paid time off