

Seeking Strong Sales 'Intrepeneur'

(The drive of an entrepreneur, infrastructure provided)

Employment: Full-time,

Position: Remote

Location: Nationwide, various market locations within the U.S.

Company Description

AMP&M is a fast-growing, fast-paced, dynamic, diverse, full-service promotional merchandise distributor, based in Nashville, TN.

We are proud Facilis Members and are fortunate to be within a highly unique and highly successful sector of our industry, affording us national contracts, unheard of by most.

We are looking for strong, driven, self-motivated salespeople, go-getters, who understand and are not afraid of old-school selling and who have adapted with the industry as it changes and becomes more E-driven. We are looking for entrepreneurial type sales who want a company infrastructure and mission but are self-driven enough to hunt and create their own opportunities. For those proving themselves in sales ability and business development, there is a huge opportunity to be handed highly lucrative house accounts over time. These accounts are ours but need networking and growth and if worked properly, the hard work will pay generously.

Successful candidates should be seasoned, know the industry inside out, have huge creativity and take enormous pride in their delivery. We are an extremely customer service focused business.

We are looking for a candidate who:

- Is a creative thinker who can translate client initiatives and requirements into innovative and successful promotional solutions
- Has great attention to detail who can handle multiple tasks simultaneously
- Foster and expand client relationships with established clients.
- Organize and pursue new business development within companies, groups, industries, and regions
- Implement sales campaigns to meet targeted growth plans
- Deploy proactive account management practices
- Interact with clients and prospects via phone, email, online, and in-person
- Educate and guide clients and prospects on our processes and policies
- Learn client contract specific terminology, pricing structure, and processes for logo reproduction

- Understand the functionality and uses of promotional products for various client profiles to provide prescriptive solutions
- Be a master at product research and pricing strategies for quotation(s)
- Engage with internal operations personnel and external vendors
- Previous @Ease/Facilis experience is an advantage, not a requirement.
- Must be able to travel some and attend Client Conference as needed.

Qualifications

- Previous B2B sales experience ideally in promotional merchandise sales.
- Strong work ethic that supports working independently with minimal supervision
- Ability to work collaboratively with strong sales team
- Commitment to exceed client expectations
- Excellent verbal, written, and presentation skills
- Proficient in Microsoft applications (Word, Excel, Outlook, and PowerPoint)
- Proactive problem-solving skills
- Positive thinking, growth mindset

How to Apply

Submit resume via email to kay@ampmspecialties.com