

Business Development Manager

About the Company:

*Startup of the Year" –SF Magazine
Most Innovative Company Award-Fast Company
Bloomberg Business Week-Social Entrepreneur of the Year*

Did you ever think you could change the world by working in the promotional products industry? Now you can by working with Social Imprints. Our social mission is to provide second chances for those who truly need one. 80% of our staff consists of at-risk individuals including: those formerly incarcerated, recovering addicts, individuals on/off public assistance, and the under-educated/employed.

Since opening our doors in 2008, Social Imprints has been the go-to provider in the Promotional Products industry for many of the nation's top brands including Dropbox, Oracle, Pinterest & Facebook. That's because we are not only passionate about our swag, but we are also passionate about our community too.

If you need a second chance or want to work for a company that makes a real imprint on their community, Social Imprints is the place for you!

We are seeking motivated sales professionals who enjoy the hunt and financial rewards from winning new accounts and possess high levels of personal motivation to meet goals. You'll be a perfect fit for our team if you love to compete to win, exude enthusiasm, and constantly strive to improve your skills as a true sales professional. We are in aggressive growth mode so please do NOT apply unless you are a go-getter and an overachiever!

What we offer:

- A competitive compensation package includes a competitive base salary plus commissions & bonuses. Estimated annual income: 125k+ (depending on bonus and commission) - \$70-\$80K base DOE
- An energetic, positive, data-driven work environment with a team culture that prizes excellence and commitment to the company mission.
- Benefits package: health, dental, employee assistance program, life insurance, 401(k). We also fund qualified employee support services, including counseling and self-improvement opportunities.
- Employee Participant Incentive Plan: We recognize employees who work hard and become an intricate part of our business by sharing our company's success with them. After 9 months, an employee can receive profit-sharing and incentive units in the company. In addition, all business matters, including salaries and financial documents, are conducted transparently. We demonstrate democratic work values and self-directed teams, which are at the core of our business.

What you will do:

So, you've been a sales hero for years, saving the day for high-tech companies, exceeding goals is a given and you're now ready to put on a new cape, ready for the next worthwhile challenge of being a sales leader. You are looking for something to stir your passion, to be part of something bigger and more transformational - this is the opportunity to do what you love in a different kind of company.

- Close to all incoming leads from our business development team.
- Onboard our largest new customers with technology, account management and warehouse teams.
- Work with the Account Management team to grow our existing largest clients.
- Complete all incoming RFPs.
- Attend conferences, tradeshow and SI sponsored events (post-Covid) and follow up with larger potential leads.

Must Haves

- **At least 4 years of experience in the promotional products industry**
- **At least 2 years of promotional products leadership experience**
- **At least 2 years of experience working with large enterprise level accounts**
- Strong knowledge of pick and pack and other warehousing services
- Strong knowledge of promotional product e-commerce stores
- Passion for all phases of acquiring and serving customers – from pipeline generation to customer onboarding, retention, and customer service.
- Strong data analysis and reporting capability
- Comfortability to work both as a manager and as a hands-on contributor

Social Imprints is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or national origin. **Qualified applicants who are ex-offenders, recovering addicts, long term unemployed, veterans, under-represented minorities' and underemployed (Based on education and experience) are strongly encouraged to apply.**

Hybrid Role - 3 days remote, 2 days on-site.

Candidates preferably staying 2 hrs from our office (No East Coast Applicants)

hybrid - for remote preferably 2 hrs (no east coast)