
Job description

Senior Account Manager (Promotional Products Industry)

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 genuinely need one. 80% of our staff comprises at-risk individuals, including 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!

About the Position:

- Salary: \$120K-150K+ DOE plus very good benefits
- Be the main point of contact for our largest tech clients' customers such as Dropbox, Facebook, Oracle, and Microsoft
- Project Manage our customer's larger orders, webstore projects, and special events
- Create and execute strategic marketing programs to help increase revenue for our largest customers
- Partner with our client's brand and purchasing teams to build large promotional product campaigns

About You:

- Proven background handling large promotional product projects (that include Warehouse and Technology) from large enterprise clients
- At least 3 year of **senior** account management experience handling large corporate clients
- Must enjoy working in a fast-paced start-up environment
- Ability to provide in-depth knowledge of products and services and resolve problems
- Excellent communication and collaboration skills
- Proven ability to manage multiple projects while paying attention to detail and quality
- Excellent time management skills
- Excellent listening, negotiation, and presentation skills
- Ability to adapt/respond to different types of personalities

- Working knowledge of Adobe Illustrator and Photoshop is a plus

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 formerly incarcerated, recovering addicts, long-term unemployed, veterans, under-represented minorities' and underemployed (Based on education and experience) are strongly encouraged to apply.

Salary: \$120-150K+ DOE Plus excellent benefits

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

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