



Sales Representative

Hybrid Position

Tulsa, OK

Join the Eskimo Joe's Promotional Products Group as an Outside Sales Representative!

Eskimo Joe's Promotional Products Group, Inc. is expanding and seeking a passionate and self-motivated Outside Sales Representative to join our team in the Tulsa metro area! As our Outside Sales Representative, you will work with both new and existing clients to deliver customized promotional product solutions that meet their unique needs.

We're looking for a motivated self-starter who thrives in a team environment and is enthusiastic about providing unforgettable client experiences! As an Outside Sales Representative, you will be working closely with the Director of Outside Sales Representatives and the Director of Internal Sales Representatives.

This position must work to live our vision to create lifelong relationships by delighting one person at a time!

Duties and Responsibilities:

- Prospect and cultivate relationships with prospective clients through research, networking, social media, and cold calling
- Create and maintain a great working relationship with current clients
- Generate revenue and profitable growth by meeting sales targets
- Develop sales strategies and maintain high productivity levels
- Utilize EJPPG technology to build and maintain sales
- Live the company Vision of Greatness

Job Requirements:

- ***Prior business to business sales experience preferred***
- Hunter mentality in sales
- Computer proficiency with Microsoft products and the ability to quickly learn new software
- Demonstrated organizational skills
- Great attention to detail
- A self-starter with the ability to work both independently and as part of a team to complete assignments
- Great customer service skills
- Responsive to customer needs and motivated to complete tasks accurately and by deadline dates
- Good problem-solving skills to identify and evaluate the situation to formulate solutions.
- Excellent written and verbal communication skills
- Regional territory travel with minimal overnights, including periodic travel to the Stillwater, Oklahoma corporate office

- Ability to attend trade shows and vendor meetings as needed throughout the year
- Must have a valid driver's license, reliable automobile transportation, current auto insurance that meets company requirements, and a good driving record
- Must be available Monday through Friday 8:00 am to 5:00 pm.
- College degree preferred

Benefits of working for The Stan Clark Companies:

- Competitive salary with annual bonus potential
- Rewards and recognition programs
- 401k plan
- Health and Life insurance coverage options
- Paid time off
- Casual and fun working environment

Company Information:

In July 1975, Stan Clark opened Eskimo Joe's in Stillwater, Oklahoma. What started as a bar, has turned into a full-service restaurant and clothing line that has become recognized worldwide!

From the beginning, there was an affinity for the Eskimo Joe's brand. It was all about having fun, treating people right, and ensuring that everyone had a good time! Cups and T-shirts were always in the mix. Stan knew that promotional products and apparel were essential to building the brand.

Fast forward 27 years from the start of Eskimo Joe's, Stan created Eskimo Joe's Promotional Products Group (EJPPG) in 2002. Why not take the experience of branding Eskimo Joe's and help others make their brand shine? The Joe's brand is all about fun and that stands true at EJPPG!

EJPPG's focus is all about creating a brand experience through exceptional service and creativity. We stand behind our incredible design team, our history of making our clients look good, our ability to provide them with quality products from the top suppliers in our industry, and our 100% unconditional guarantee on everything we do.

At EJPPG, we have a dedicated team ready and willing to make all of our client's dreams come true. Our service is ridiculous! We're the kind of folks that will come in early, stay late, jump through hoops, work insanely hard and do just about anything to make sure that the client gets the product they want perfect and delivered on time. We want to make the client and our contact always look good!

We're not just a place a client can call to order apparel and promotional products, we're their "go to" resource for making their life easier. We do the work for them – ideas, design, easy ordering process and so much more.

We are excited you're considering joining our team! At EJPPG, all team members are family and we take care of our family. If you feel like you can live our vision and mission: "Delight every guest by giving my best!" then we look forward to seeing your application!

To follow our fun check us out on Twitter @EJPPG and at www.ejppg.com!

