



VANTAGE

Job Description: New England Outside Sales Representative

Vantage Apparel has been a leading innovator in the promotional apparel industry since 1977. With over 1,200 embroidery heads, Vantage is the largest apparel decorator in North America and has won the PPAI award for embroidery for 25 years in a row as well as the ASI Distributor Choice award for decorated apparel for 13 years. The creator of Logogeivity, their single-vendor solution for custom logo apparel includes leading retail brands GAP, Old Navy, Polo Ralph Lauren, and Greg Norman Collection as well as proprietary labels Vantage and Vansport. If you've been to a store that has employees wearing shirts with logos, there is a very good chance that the product and/or logo decoration was done by Vantage Apparel.

JOB SUMMARY

The Outside Sales Representative's main responsibility is to protect, grow, and develop new profitable sales and business relationships for Vantage Apparel in the assigned territory and with assigned accounts. This is to be achieved by spending 75% of his/her time meeting with customers and prospective customers, conducting product/service presentations, conducting consultative sales meetings, canvassing the territory with collateral materials and drop by visits, attending regional and national industry tradeshow and performing other services and activities that may or will maintain, grow, and develop sales, sales opportunities, and ongoing beneficial business relationships.

The Outside Sales Representative will:

- Be comfortable having professional high-level consultative sales meetings to develop solutions and sales, and/or to negotiate pricing and services, and/or to resolve conflict.
- Know and have the ability to compellingly present and price quote, the products and details of all the garment lines and products offered by Vantage Apparel, including Vantage proprietary styles, wholesale items and prestige brands, private label and custom design capabilities.
- Know and have the ability to compellingly present and price all of the decoration capabilities and techniques that Vantage Apparel offers.
- Maintain and grow business relationships and sales with existing customers and discover and develop new prospective customers.
- Travel overnight both within and outside of the territory; travel into other territories and locations for training, meetings or events, or to support a customer or a colleague can also be required.
- Operate self-sufficiently and independently to deliver results, as well as the ability to also work "virtually" as a member of a team/group in support of company and customer objectives.
- Be a creative thinker with a positive attitude, and have proven experience with successful problem-solving and conflict resolution.

QUALIFICATIONS

- The ability to collaborate as a team player and interact successfully with people at all levels within and outside of the organization in support of larger goals and objectives.
- Strong organizational skills and attention to detail.
- The ability to handle and prioritize multiple projects simultaneously.
- Excellent verbal and written communications skills.

REQUIREMENTS

- Three years of sales experience working either as an Inside or Outside Sales Representative is preferred.
- Knowledge of the Promotional Products industry, including the industry's business model, pricing structures, companies, and people, is preferred. Knowledge of the apparel business and/or the decorated apparel business is a plus. Knowledge of Vantage Apparel's product lines and services is a plus.
- Knowledge of the geographical territory (MA, ME, NH, VT, CT, and upstate NY)
- Must own or have ongoing consistent access to reliable independent transportation.
- The ability to lift 35 lbs. Being comfortable transporting a rolling rack of clothing along with boxes of collateral printed material is preferred.