

## **Business Development Representative**

**Company:** iPROMOTEu

**Location:** Remote

**Job Type:** Full-Time

### **About Us:**

iPROMOTEu is one of the largest and most respected distributor organizations in the promotional products industry. And it's all because of our emphasis on helping our Affiliates grow. We believe that promotional products distributors and salespeople spend too much time on non-revenue-generating tasks and not enough time doing what they love to do best — selling and building relationships.

To solve this challenge, we provide valuable resources and top-notch support services to more than 1,100 independent distributors and salespeople — allowing them to grow their businesses quickly and profitably while continuing to operate under their own name and brand. With 20 years behind us and many years ahead, we hope you'll consider becoming a part of our community.

### **Position Summary:**

We are seeking a highly motivated and experienced Business Development Representative to join our team. The ideal candidate will have a deep understanding of the promotional products industry and a proven track record of sales results. This role focuses on recruiting promotional products distributors and salespeople. This position may require occasional travel to industry trade shows, conferences, and other events.

### **In This Role You Will:**

**Leveraging Industry Expertise:** Leverage your industry contacts and your strong knowledge of the promotional products industry to identify and target prospective iPROMOTEu Affiliates.

**Prospecting:** Research, identify, and contact industry-experienced distributors and salespeople who could benefit from an affiliation with iPROMOTEu.

**Relationship Building:** Develop and maintain strong relationships with potential Affiliates in order to understand their needs and provide tailored solutions.

**Networking:** Actively network with industry suppliers, distributors, and partners to build and nurture valuable connections.

**Sales and Onboarding:** Effectively communicate the benefits of affiliating with iPROMOTEu and onboard new distributors.

**Sales Pipeline Management:** Utilize HubSpot CRM to manage your sales pipeline, track leads, and ensure timely follow-up.

Targets and Reporting: Set and achieve sales targets; provide regular reporting on your progress.

Market Research: Stay informed about industry trends, competitor activities, and market changes to identify new business opportunities.

### **The job is Just Right if You Have:**

- Minimum 5 years experience in the promotional products industry.
- Proven track record in sales and business development.
- Excellent written/verbal communication skills and relationship-building skills.
- Proficient with HubSpot CRM or similar CRM software.
- Aggressive and creative prospecting skills.
- Skilled at using LinkedIn and other social media platforms to engage in industry conversations.
- Ability to establish a robust referral network from within the industry.
- Proficient in conducting video sales calls using platforms such as Microsoft Teams or Zoom.
- Proficient in using Microsoft Excel.
- A bachelor's degree in marketing or communication is preferred but not required.

### **What We Can Offer You**

- A competitive benefits package that includes: Medical and Dental Coverage, Life Insurance, Disability Coverage, Unlimited PTO, Paid Holidays, Flex Plan, and a company-matched 401K Plan.

### *Equal Employment Opportunity*

iPROMOTEu provides equal employment opportunities to all employees and applicants for employment without regard to race, color, national origin, religion, sexual orientation, gender, gender identity or expression, age, veteran status, disability, pregnancy, or conditions related to pregnancy, or genetics. In addition to federal law requirements, iPROMOTEu complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company y has facilities.

*No agencies, phone calls, or emails, please! Only qualified candidates will be contacted.*