

Traveling Sales Representative

Chameleon Like Inc.

Location:

Based out of our Houston location – extensive travel required (Continental US)

Job Type

Full-time

Who are we:

We're a small manufacturer of custom journals, packaging, and accessories. We offer high quality, creative products to the promotional products industry. We are makers at heart, and our products are made to order with sustainably sourced materials right here in the US. Our two facilities are located in Houston, TX and Gilroy, California.

Who are we looking for?

We're looking for an energetic and motivated individual to join our Sales team! If you love meeting new people and traveling, we want to talk to you! Candidates with customer service experience in B2B sales, and retail sales will be considered. This is a client facing, customer service role that relies heavily on organization, planning, and product knowledge. We're willing to train the right candidate, and a positive attitude is a must! The ideal candidate will be able to accommodate a travel intensive schedule (up to 50% of the time).

Job Description

Our sales approach is nontraditional, and the candidates will represent the company as outside sales representatives. They will be responsible for knowing our product line extensively, and meeting with clients both in person, at trade shows, and through interactive zoom/virtual meetings.

This position requires regular travel throughout the US, so flexibility is key. Digital savviness is a must, and candidates should be comfortable with social media, zoom, virtual meeting platforms.

Required Skills/Knowledge

- Minimum High School Diploma/GED
- College Education Favored
- 2+ year of sales experience
- Ability to spend 50% of the time traveling within the U.S
- Experience in the promotional products industry is preferred
- Ability to plan and coordinate travel arrangements to various client offices/trade shows.

- Experience with digital platforms, social media, and virtual meetings is a must!
- Strong communication (written and oral) and presentation skills.
- Excellent interpersonal skills and proven ability to create business relationships.

Duties/responsibilities:

- Learn our product lines.
- Sell our brand and product lines on social media, in person, virtual meetings, and in trade shows.
- Be present during trade shows, and schedule regular meetings with clients throughout the US.
- Continuous follow up with clients regarding campaigns, presentations, and visits.
- Collaborate with internal teams to ensure customer satisfaction and successful implementation of solutions
- Develop and maintain relationships with key accounts, providing exceptional account management

Compensation/Benefits:

- \$45K-\$75K/ Year (Based on Experience) + Sales Incentives
- Medical/Dental & 401K with Matching
- 2 Weeks Paid Vacation per year (begins accruing after 3 months)
- 3 weeks paid vacation after 5 years of employment
- 11 paid holidays

Equal Opportunity

Chameleon Like, Inc. is an equal opportunity employer and prohibits discrimination or harassment of any kind. Chameleon Like, Inc. is dedicated to providing a safe, positive and diverse work environment, free from discrimination or harassment in all aspects of the business. All employment decisions at Chameleon Like, Inc. are based on business needs, job requirements and candidate qualifications, without regard for race or perceived race, color, religion, sexual orientation, gender identity, national origin, ancestry, family or parental status, veteran status, disability status or any other characteristic protected by federal, state, or local laws.