

Sales & Marketing Manager

IQ Apparel is looking for a results-driven Sales & Marketing Manager to remotely manage the sales department and identify, seek out, and engage prospects as a branded apparel and merchandise sales representative. We are a leading manufacturer and distributor of customer-facing and custom-designed apparel and merchandise. We serve Fortune 1000 customers as well as startup concepts.

Responsibilities include managing the sales team while also cold calling, setting appointments, researching customer needs, meeting customers in-person, and presenting custom designed branded programs to prospects.

We are looking for candidates that have the following qualifications:

- Must have previous experience in the apparel industry.
- Ability to manage a sales team.
- Minimum of 5 years of proven outside b2b sales experience selling to corporate.
- Hunter sales mentality, goal driven and self-motivated.
- Experience in building long-term relationships.
- Comfortable working remotely with our ongoing support.
- The ability and willingness to travel nationally to Customers and Industry Trade Shows.
- Valid driver's license.
- Excellent verbal and written communication skills.
- Proficiency with Microsoft Office (Word, Outlook and Excel).
- Residence near major airline hub.
- Bachelor's Degree preferred.

IQ Apparel offers:

- Competitive Pay
- Medical, Dental and Vision insurance
- Disability and Life Insurance package
- Paid Time Off and Holidays
- Career Advancement Opportunities

Please send resumes to lee.anne.little@iqapparelgroup.com