



We Make It
Happen

Business Development Associate – remote

About us:

Pride Products has been helping companies promote their brand through promotional products for over 26 years. We are seeking a **Business Development Associate** to join our team. If you are self-motivated, highly organized and detail-oriented we would like to meet you.

If interested, please provide your resume and a cover letter reflecting your interest in the role as described below:

Role:

Working with senior members of the Business Development team, the **Business Development Associate** will work to bring in new clients, expand business with current clients and revive business with dormant clients.

General Duties & Responsibilities:

- Build relationships with clients through calls, email, local client visits, and marketing initiatives
- Plan and execute drip email campaigns
- Update CRM notes and follow-up activities
- Other tasks as assigned.

Qualifications:

- Minimum of 2 years' experience in business development, sales or client account management with a key focus on building relationships and increasing sales
- Bachelor's degree or equivalent experience. Promotional Products industry experience is a plus
- Well-developed ability to connect with people: You must be excited to help our clients with their promo needs, be super responsive and proactive
- Strong written and verbal communication skills
- Tech savvy and can learn new software programs quickly
- Highly organized and detail-oriented even when working on several projects at the same time
- Someone who loves to learn about our products and services, and wants to contribute to our learning environment
- Positive, upbeat, enthusiastic attitude towards clients and teammates

Join Us:

This is a remote full-time position. M-F 8:30am-5:30pm EST. We offer:

- \$45,000-\$52,000 salary, depending on experience. This is not a commissioned sales position.
- Health Insurance
- Paid Time Off

If Interested:

Please submit your **resume AND cover letter** to bfox@pride-products.com. Share how you could be a good fit for us based on the above description.