

Position: Sales Manager
Location: Remote
Company: Pinnacle Branding
Contact: Kim@pinnaclebranding.com

Looking for your forever company?

Are you an accomplished and dynamic sales leader with a fervor for cultivating team excellence? Pinnacle Branding is looking for a seasoned Sales Manager to join our expanding team. In this pivotal role, you will mentor, guide, inspire and motivate the sales team, overseeing daily operations and driving performance as we continue to grow year over year. Additionally, you will manage a select portfolio of house accounts while collaborating closely with the CEO, Operations Manager, and executive leadership to meet quarterly targets and ensure continued client satisfaction.

About Pinnacle Branding:

Pinnacle Branding stands at the forefront of the promotional products and branded merchandise industry. Our esteemed clientele comprises some of the world's largest and most vibrant companies, relying on us to fulfill all their branded merchandise needs. At Pinnacle Branding we aren't order takers... We are *Brand Specialist* with a mindset to offer exceptional, white-glove service, in every aspect of our customer experience.

Key Responsibilities:

Sales Team Leadership:

- Lead and support our dedicated team of Brand Specialists and Brand Coordinators.
- Inspire and mentor the sales team to reach and surpass sales targets.
- Conduct regular project reviews to ensure adherence to best practices.
- Uphold selling guidelines to optimize profitability.
- Provide guidance on critical projects and resolve escalated order issues with suppliers.
- Offer expertise and promote best practices among the sales team.
- Assist in training and evaluating new Sales Team members.

Supplier Relations:

- Develop expertise in vendor offerings and stay updated on new products.
- Facilitate regular supplier meetings to foster collaboration and product knowledge.
- Maintain current vendor pricing and contact information.

Client Relations:

- Process orders for small house accounts, prioritizing exceptional customer service.
- Maintain accurate client records to strengthen relationships.
- Provide support on large projects and ensure coverage during team members' absences.

Executive Support:

- Compile comprehensive sales and contact activity reports for senior management.
- Collaborate on Performance Improvement Plans as needed.

Our Vision:

Join Pinnacle Branding and play a pivotal role in our mission to deliver exceptional service and results. If you're a driven sales leader, we invite you to apply and help us achieve new heights in sales excellence.

At Pinnacle Branding, we foster a culture rooted in our core values, empowering every individual to thrive.

Empowerment and Collaboration: We believe in the power of collaboration, where every voice is valued, and together, we achieve greatness.

Respect and Trust: Mutual respect and trust form the foundation of our interactions. We celebrate challenges and successes together, fostering personal and professional growth.

Inclusivity and Diversity: We champion diversity, recognizing that varied perspectives enrich our solutions.

Cultivating Growth: We invest in our team members' growth through competitive salaries, comprehensive benefits, advancement opportunities, training and education and travel to industry expos.

Sustainability Commitment: We're committed to sustainable practices in our operations and solutions, ensuring a brighter future for generations to come.

A rewarding career:

- Compensation: \$125,000 per year + Bonuses + Commissions, based on experience and sales team performance.
- Benefits: Health insurance (including vision and dental options), 401K, Company profit sharing, PTO, paid holidays, access to industry events, including the annual PPAI expo.

Pinnacle Branding values diversity and is dedicated to creating an inclusive environment for all employees. We encourage applications from individuals of all backgrounds and experiences.

Job Type: Full-time

Compensation: \$125,000 per year + Bonuses + Commission