



Outside Sales Representative

About Us

Have you ever wondered where your favorite hoodie came from? J. America (Wholesale Blanks), a division of Vetta Brands, is a fashion forward, retail inspired, sportswear brand. Considered a leader and innovator to the promotional products industry and apparel decorators. Our award-winning design team creates on trend, contemporary and comfortable products for all lifestyles and markets. We believe in not only creating incredible apparel, but also an enjoyable work environment that allows employees to work both independently and collaboratively to accomplish our goals.

Position Summary

J. America is looking for self-motivated, results oriented and passionate individuals interested in joining a winning team. The outside sales rep will be responsible for directing all brand and sales efforts to promotional products companies, screen printers, embroidery companies and other decorator accounts. This person will be responsible for maintaining and strengthening current accounts, opening new accounts and growing J. America brand awareness throughout our channels. We have a number of open territories available across the United States. This is full-time position and you will be based out of your home/office.

Primary Responsibilities

- Serve as a Brand Ambassador for J. America and our wholesaler partners
- Present new and current product assortments, sales policies, selling points and credit terms to existing and new customers within a key geographical territory
- Proactively prospect, qualify, grow and maintain a customer base within your territory
- Meet and exceed revenue and sales targets
- Represent J. America at industry trade shows
- Gather and report feedback on competitive landscape through review of field information and industry sources
- Collaborate with management to establish strategic sales plans for success within your territory
- Deliver on-time weekly activity/call reports and yearly sales forecast
- Expected travel more than 50%

Qualifications

- Previous experience selling within the promotional products industry is preferred but not required
- Self-starter, strong organization & time management skills

- Excellent communication and presentation skills with high attention to detail
- Must be passionate for an active lifestyle preferred, as well as a creative problem solver and team player
- Enthusiastic and energetic approach
- Valid driver's license, reliable vehicle and ability to travel within respective territory a must
- High School diploma required, Bachelor's Degree preferred
- Recent college graduates are welcome to apply
- Knowledgeable in Microsoft Office Applications: Outlook, Word, Excel, PowerPoint

Compensation

- Competitive Salary commensurate with experience + commission + bonus potential
- Health benefits package
- 401K with partial company match
- Company paid disability & life insurance
- Paid vacation and holidays
- Car, cell phone & travel allowance
- Business casual dress and discounts on Vetta Brands products

Any interest in pursuing this excellent opportunity, please email your resume to jobs@jamericablanks.com attention Steve Zimmerman – Vice President of Sales