

Sourcing Manager

Ready to take your sales support skills to the next level? Join our team as a Sourcing Manager and become an integral part of driving sales volume with our top-producing Sales Partners. You'll have the opportunity to build strong relationships with partners, negotiate competitive pricing, and stay ahead of industry trends. If you're passionate about sales, thrive in a dynamic environment, and want to make a meaningful impact, this is the role for you!

Duties

Under the supervision of assigned Area Service Manager and/or National Service Director and applying continuous improvement tools and concepts, work directly with assigned top producing Sales Partner's to support marketing, pre-sales, live sales and program related functions to drive supplementary sales volume. Create and maintain solid business partner relationships with assigned Sales Partner's and Corporate contacts.

- Responsible for creative product research selection from preferred production partners and non-industry resources. Utilizing a deep knowledge of production partner resources and maintaining a strong pulse of what is happening in the industry.
- Building relationships with production partners to create meaningful relationships for negotiating product pricing, production time and develop ways to create solutions to unique challenges together.
- Implement and support traditional Geiger corporate programs, pop up stores and non-traditional custom programs. Includes coordinating and assisting in the development of website templates, merchandising, pricing and virtual mockups related to various types of programs, and other related duties.
- Provide aggressive competitive pricing through research and negotiation. Present quotes and research results, order PSA, spec and random samples.
- Stay current in the trends in the industry through industry shows, trade magazines, industry websites, and production partner meetings. This position may require travel.

- Work with industry technology, ESP/SAGE, to create templates, build maintain custom product categories, vet and favorite products for search efficiencies. Building reusable quote decks and train other team members to use this advanced team driven technology.
- Assist in maintaining a strong brand presence for Sales Partner's unique brand through execution of marketing materials, promotions, prospect campaigns, website marketing, and social media marketing initiatives.
- Understand product safety laws and ensure all purchasing adheres to Geiger's and the industry's guidelines for labeling and testing.
- Working knowledge or desire to learn quickly about various printing processes, decorating techniques, custom and overseas production.
- May require involvement in the sales and marketing aspects of potential accounts. Product recommendation, assistance in RFP's, creation of creative product-driven Power Point presentations, assistance in creation of program website templates and involvement in face to face sales calls may be required. Workload may be fast paced, requiring creativity and sense of urgency.

Perform other related duties as assigned.

Basic Knowledge

Duties require knowledge and proficiency in communication both verbal and written and use of computers equivalent to 4 years of college and specialized product and industry knowledge. Software skills required are Intermediate/Advanced Excel, Power Point, Intermediate Word, ESP/SAGE, and Social Media. Strong time management and organization skills are a must. Understanding of HTML, Dreamweaver, Photoshop or other website creative or production tools a plus. Position requires the attainment of industry certification at the MAS (Master Advertising Specialist) level within established time frames.

Experience

Work requires at least three years of experience in a promotional products environment.

Independent Action

Under general supervision will handle all of the duties related to providing top producing Sales Partners in support of their marketing, pre-sales, live sales and program related functions. Requests for service or exceptions to policy beyond the authority of the Branding Manager are referred to assigned Area Service Manager and/or National Service Director and/or Regional Service Manager.