

## **Sales Executive – Commission Only**

Outstanding Branding is looking for full-time Sales Executive with promotional merchandise sales experience to join its successful, expanding sales team. This is a work-from-home opportunity and available to any qualified US-sales person. If you are an ambitious, driven individual who can develop new business as well as service existing clients' requirements, then we want to hear from you.

As Sales Executive, your responsibility will be to ensure personal monthly and annual sales targets are achieved and exceeded by utilizing your account management, new business development and sales skills.

### **ACCOUNTABILITIES:**

- Ensure monthly and annual sales budget is achieved by targeting clients in your region.
- Maximize opportunities afforded by OB's existing global clients.
- Develop new business and increase spend by all new and existing clients, in line with targets.
- Represent OB Values in all dealings with Clients, Suppliers and Colleagues.
- Ensure communication and relationships with colleagues globally is excellent and allows OB to deliver world-beating service.
- Must be able to demonstrate and uphold our Company Values: Respect, Understanding, Creativity and Professionalism

### **RESPONSIBILITIES:**

- Responding to quote requests in adherence with company procedures.
- Use company order processing & CRM systems in line with procedure.
- New business development, from either OB clients in the US; generated leads, referrals or own knowledge base.
- Maintain and develop relationships with existing company clients by providing outstanding service, support.
- Work to monthly KPIs to ensure monthly and annual sales targets are achieved.
- Ensuring sufficient and relevant information for each order is passed to the Production Coordinator to agreed standards.
- Working with wider team to resolve problem orders.
- Identify prospects and pass leads to OB Ltd where appropriate.
- Sell OB as a Global proposition, as well as a local solution.

**Salary & Benefits:** This is a Commission-Only position with a competitive commission structure.

### **EXPERIENCE:**

- Minimum 3 years' demonstrable sales success within promotional merchandise.
- Ability to communicate via telephone and email.
- Presentable and confident in face-to-face meetings.
- General higher education or sales-training and qualifications.
- Able to build rapport quickly over phone or face to face.
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- Motivated self-starter.

### **About Outstanding Branding**

Outstanding Branding is one of the world's leaders in promotional merchandise solutions. Our job is simple: To help brands out perform their competition by outperforming ours. **We have been named among the Best Places to Work** in the promotional products industry and have achieved numerous accolades in our investment in people and the environment.

Outstanding Branding has over 8 years' experience in supplying promotional merchandise, corporate giveaways, and branded clothing to a variety of different businesses throughout the UK, EMEA, North America & APAC.

At Outstanding Branding, our team is our most important asset. Every member of our team is motivated by an immense pride and commitment to a set of beliefs & values which shape our business and everything that we do for our customers. We have been proud BPMA (British Promotional Merchandise Association) Charter members since the status was introduced in 2011, and all our employees are trained to the highest standards.

**Job Type: Full-time**