

Title: Promotional Products Sales Manager
Company: Big Star Branding
Job Location: San Antonio, TX
E-Mail: hope@bigstarbranding.com

PROMOTIONAL PRODUCTS SALES MANAGER

*Must have Experience in the Promotional Industry

Big Star Branding is one of the largest promotional products companies in Texas, based in San Antonio for over thirty-two years. We have in-house screen printing and embroidery, a vehicle wrap department and we sell over a million printable promotional products. We are a positive company empowered by people who enjoy working together as a team. Attitude is everything at Big Star Branding.

Goals

We are looking for a dynamic team member who has promotional products experience and a vast knowledge of working with a CRM. Federal Government buying and working with a GSA schedule would be a huge benefit for this position. This individual must be able to lead a sales team and be able to train new sales team members as they come on board.

About this position

- You would work closely with the current sales team; provide guidance on how to maximize current and prospective relations through use of a CRM and sales software.
- BSB is certified with city, state and federal agencies and we have our GSA and TXMAS contracts in place-Previous experience in working Government business is a plus
- This position needs to have experience within this industry – Promotional Sales
- This person should have a proven track record with industry references
- This person needs a positive attitude to drive our great in-house (inbound/outbound) sales team to the next level.
- The Sales Manager is expected to carry a small book of “A” list accounts.

Preferences

- BS/MS degree in marketing, advertising, business or communications or equivalent experience in a similar position
- Excellent understanding of CRM principles in B2BN and B2G environment – Strong technical skills
- Demonstrates ability to communicate, present and influence credibly and effectively on all levels
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills
- ShopVox experience is major

Compensation

Base salary plus bonuses, paid vacation, group health insurance, holiday pay

Full Time – Monday through Friday 8am-5:50 with occasional extra hours as needed

No travel required other than one annual trade show