

INSIDE SALES REPRESENTATIVE

WOWline, is a supplier of promotional items and located in Syosset, NY. WOWline has doubled over the last 6 years and we are looking for a dynamic **Inside Sales Representative** to help us continue our success. The role of the Inside Sales Representative is to increase company sales in their assigned territory; to procure, cultivate, and service our Distributor clients; and to focus on promotional product sales within our current Distributor client base, while developing new accounts and becoming the pioneer in these new developing areas. This position reports to the National Sales Manager.

Key elements of this position:

- Maintain positive relationships and manage assigned accounts with existing Distributor clients in an assigned territory to achieve sales goals
- Develop, identify, and secure sales opportunities with Distributor clients
- Make 25 to 30 outbound phone calls per day with a minimum of 15 of these being “Productive Calls”. These are defined as calls where you actually speak to the Distributor that you are trying to reach and to discuss WOWLine’s products, services, and benefits while seeking further information on how we can provide better service to fit the Distributor’s needs
- Ensure our goods and services are meeting client needs
- Present clients with new product choices and ideas as they become available
- Resolve client issues as needed
- Communicate by phone and e-mail with clients
- Provide samples and marketing materials as needed
- Seek new opportunities in assigned territory thru outbound phone calls and e-mails
- Build relationships with key customers to partner with them and to provide creative solutions that lead to repeat business
- Support internal and external teams with information and feedback
- Work closely with internal and external teams to insure high customer satisfaction
- Create individual promotional programs targeting specific clients

Requirements of this position:

- Reach and exceed sales goals and targets
- Ability to operate in a fast paced environment with multiple accounts, internal and external team members, and management
- Ability to communicate over the phone in an engaging manner that gets results. These calls will be primarily to current or former customers but cold calling will be vital and will be a required part of the position
- Ability to provide creative solutions in a consultative way to customers
- Follow up on samples, quotes, potential re-orders, lead from trade shows, lost accounts, drops in sales volume and potential new accounts
- Setting sales goal for the territory
- Travel on an as needed basis to attend trade shows in the territory – at least one out of town show per year
- Research regional associations, trade shows, and networking opportunities for your territory
- Meet with Supervisor and others to discuss goals, account progress, ideas and Distributor feedback

- Work closely with Customer Service to ensure that Distributors are receiving the information that they need
- Maintain all account information in the database including any notes regarding conversations
- Creative thinking skill set
- Target internet based companies to get on their websites and in to their print catalogs
- Target clients to become preferred accounts
- Self Accountable for activities, relationships, and results

Wowline offers various benefits including Medical, Dental, AFLAC, 401K, Life Insurance, PTO time, and business casual attire.

To apply please submit resume with salary requirements to jshort@wowline.com.