

For over thirty years, Champro has provided America's teams, leagues and players with the absolute best values in performance athletic equipment and uniforms. Champro is family owned and internationally operated since 1986. In June of 2016 Champro enters the promotional products industry by joining the Ad Specialty Institute (ASI) as a supplier. Since then we have become supplier members of PPAI and Sage. We continue to be dedicated to the promotional products industry by bring the same value in premium quality equipment and apparel that we have brought to the sporting goods market for so many years.

We are currently looking to add to our family of sales representatives. This sales rep with be dedicated to calling on ad specialty/promotional products distributors. We are looking for multi-line sales rep for the state of Florida. The sales representative will act as a liaison between our company and its current and potential customers.

#### Champro Values

- Deliver WOW!
- Question the status quo, be creative and drive change
- Build a positive team environment with a fun, family spirit
- Cultivate honest candid relationships
- Be humble
- Respect everyone
- Make it happen!

He/she will be responsible for the sale of Champro products to prospective and assigned accounts in a designated territory.

#### Role and responsibilities

- Organize and share a monthly schedule with manager.
- Travel territory weekly visiting accounts (min 36 weeks a year).
- Learn, understand and explain features and merits of Champro products.
- Provide excellent customer service experience by going above and beyond.
- Consistently follow up with customers (regular or prospective) to solicit orders.
- Identify potential customers by using sources as the web, trade shows, magazines, referrals, prospect hunter, etc.
- Use our sales reporting portal on a daily basis to understand trends, patterns, opportunities with in your territory and with each customer.
- Contact existing and potential clients by phone, mail, email or in person and follow up as required.
- Keep customers abreast of deals and promotions.
- Seize the opportunities to upsell products and service as they arise.
- Present proposals to clients and ask for a purchase order.
- Clarify and confirm with client the details of an order, product, delivery and price.
- Assist customers with placement of orders, cancelations, returns, refunds, or exchanges.
- Attend national and table top trade shows in your territory.
- Attend Champro sales meetings twice a year in Wheeling, IL.

## Qualifications and Requirements

- Minimum of 2 years of proven success in sales and or account management.
- **Experience and knowledge in the ad specialty and promotional products industry.**
- Must be able to travel territory weekly, meeting with accounts regularly (minimum 36 weeks per calendar year).
- Consistently follow up with customers to solicit orders.
- Demonstrated ability to organize time and management multiple projects.
- Excellent written and oral skills.
- Customer focused and adaptability to different personality types.
- Ability to multi-task, set priorities and manage time effectively.
- Excellent communication and language proficiency.