

National Product Sales Manager

Rymax Marketing Services, Inc. (<http://www.rymaxinc.com>) understands the value of employee appreciation and customer loyalty. As the #1, full-service loyalty marketing organization, Rymax provides strategic, customized recognition programs and events to Fortune 100 and Fortune 500 corporations. Our award-winning programs are carefully designed to maximize business growth, engage employees, motivate sales teams and increase customer retention, through aspirational brand name rewards. Rymax represents such high brand equity products from Apple, Google, Michael Kors, Swarovski and more!

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We are seeking a high-energy, self-motivated, National Sales Manager within our Product Sales division to work out of our North Jersey headquarters.

As the largest national direct manufacturer's representative in the Incentive Industry, this Sales Representative will drive and increase sales revenue from new and existing accounts. They will spearhead new business through proactive outreach and work cross-functionally with internal teams in facilitation of various Fulfillment Partner Sales programs to achieve increased profitability and customer satisfaction.

Ideally, you have at least 3-years of Product Sales experience. If you are hard-working, dedicated, persistent and possess a dynamic personality, this could be the sales opportunity for you.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Candidate must develop sales strategies supported with compelling presentations that will enable a selling relationship with targeted clients

Manage and develop existing accounts and grow share of revenue

Analyze trends and other sales opportunities

Identify new business & growth opportunities.

Develop and build strong account relationships

Perform market analysis and ascertain competitive account strategies to provide counter measures and recommendations to senior management.

Represent company at trade shows and other trade forums that promote the company.

QUALIFICATIONS:

Candidate must possess excellent follow-up and presentation skills. Strong interpersonal skills also required

Ability to work within a competitive marketplace

Exceptional verbal and written communication skills

Work effectively with all members of the sales organization

Excellent time management skills, disciplined, great follow up skills

Ability to multi-task and prioritize, strong attention to detail

Excellent telephone sales personality

Prominent organization and presentation skills. Understanding of organizational and departmental responsibilities and ability to navigate cross functionally effectively

Highly energetic and self-motivated

Good decision making, problem resolution, and creative thinking skills

Should be assertive, organized, and systematic

In addition to providing a tremendous growth opportunity, this position offers a competitive salary, commissions, health insurance, a 401(k) plan with an employer match, life insurance and long-term disability insurance, and paid time off. No relocation fees will be paid. Equal Opportunity Employer

Apply today to careers@rymaxinc.com

Rymax is an EOE