

Job Description

About Our Company

OTTO International is a growing headwear company looking to add to our expanding Sales team.

With more than 35 years in the headwear and promotional products industries, we work hard to stay ahead of trends and focus on providing our customers with the highest quality product and amazing customer service. We look forward to hiring the best to join us in our endeavors.

The **Regional Sales Representative** is responsible for driving sales growth through expansion of sales channels and through building, growing, and maintaining accounts.

Job Requirements:

- Bachelor's or Associates Degree in business, marketing, social sciences, or equivalent experience
- 3+ years of sales experience in the B2B experience preferred
- Proven track record of exceeding sales goals
- Strong negotiation, prospecting and qualifying sales skills, and keep the funnel full
- "Be a Hunter" - Goal-oriented, able to work independently and be proactive
- Knowledge of sales report analysis and competitive analysis
- Strong oral and written communication skills with emphasis in business writing skills
- Excellent presentation skills
- Strong research, analytic and critical thinking skills with attention to detail and follow-up
- Effective and reliable team member who adapts quickly and easily to changes
- Proficient with Microsoft Office, particularly Word and Excel
- Familiarity with **promotional products industry or headwear** is a plus but not a must
- Must be able to travel – 75%

Essential Job Functions:

- Establish, maintain, and develop organic growth with existing clients and new accounts
- Reach out to leads and existing accounts to discuss their needs and to explain how these needs could be met by specific products and services
- Answer customers' questions about products, prices, availability, product uses, etc.
- Conduct sales presentations to showcase our products and familiarize our customers with our services and offerings

- Ensure adequate brand representation in distributor's showrooms
- Attend key regional and national trade shows
- Submit sales and call reports on a designated basis
- Continually enhance sales skills and industry knowledge

Note: The position responsibilities outlined above are in no way to be constructed as all encompassing. Other duties, responsibilities, and qualifications may be required and/or assigned as necessary.

Benefits

- Competitive Base Salary + Performance Bonus
- Medical / Dental Health Insurance benefits
- 401k Retirement Plan with employer contribution
- Paid Time Off (PTO) / Paid Holidays

Conclusion

As an industry leader we focus on our customers and their needs. We value employee training and are committed to providing excellent service. We look forward to hiring the best to add to our team of first-rate professionals.