

ACCOUNT MANAGER WANTED:

BrandAlliance is looking for an experienced Promotional Products Professional to work as an Account Manager and Inside Sales Assistant by supporting one of our top Account Executive's. we would prefer this person to be located in our Charlotte Office but would consider a remote position for the right person. Position would be salary or salary+ commission. Position could also include benefits depending on aptitude and qualifications of applicant.

Responsibilities Include:

- Manage daily transactions of three existing Online Store Programs including customer service functions, inventory management, merchandising the sites, managing order pipelines, and well as billing/invoicing all transactions.
- Collaborate with BrandAlliance internal departments and associates to manage client projects.
- Help online customers with stock purchases or help them with custom products and projects.
- Identify potential new customers within existing client relationships.
- Conduct Business to Business sales calls daily with the objective to build and develop new customers.
- Call on Prospective Customers to obtain their business, manage those relationships, and drive new growth.
- Tracking and report sales activity within our CRM system.
- Participate in strategic planning and growth strategy to promote new business development.

Requirements:

- 5 Years minimum experience working for a Promotional Product Distributor as an Account Manager or Account Executive is required. References will be requested.
- Deep knowledge of Promotional Products and history working with Suppliers.
- Excellent verbal and written communication skills.
- Must expect and delivery superior customer service at all times.
- Highly organized with superb time management skills.
- We utilize Essent Software as well as SAGE and other technology platforms. Experience in Essent and SAGE is a big plus.
- Fearless approach to using Technology and Microsoft Products required. (Outlook, Word, Excel, PowerPoint, ect...)
- Strong follow-up, work ethic, can-do attitude with a competitive spirit.
- Self motivated with the ability to work independently.
- A commission focused desire to earn by developing high volume accounts.

If interested, please email resume to William M. Booe, M.A.S. at billy.booe@brandalliance.com