National Accounts Representative - Job description

If you are ambitious, highly energetic person able to thrive in the fast paced environment, we have the perfect job for you.

We are looking for a dynamic National Accounts Representative who is ready to take the next step and work with leading accounts in the promotional products industry.

Duties and responsibilities

- Develop and implement effective sales strategies for targeted larger Accounts
- Establish productive and professional relationships with key personnel in the assigned accounts
- Participate in sales conferences, industry meetings, and social networks to represent company as needed
- Keep abreast of monthly new product launches and ensure Larger Accounts are updated
- Develop creative sales presentations and display options for sales meetings and tradeshows
- Understand client needs and provide appropriate sales solutions & pricing
- Provide timely and effective communications to all customers inquiries

Requirements and qualifications

- Previous experience working at a supplier company with top distributor accounts in the promotional products industry preferred
- BA in Sales, Business Administration or similar relevant field
- Outstanding communication, presentation and leadership skills
- Excellent organizational and time management skills
- Customer oriented with strong negotiation skills
- Business travel is required
- Office is located in Los Angeles, CA

Innovation Line - PPAI 112179

Send resume and cover letter to job@innovation-line.com