

Premium Incentive Sales, Inc. is a full-service supplier/distributor of recognizable brand name products for incentives, corporate rewards, loyalty programs, and corporate gifts. We implement, and support large scale programs while also offering smaller customized corporate gifts. The combination of premium brands, dedicated customer service and innovative technology ensures success for our customers. We work with several Fortune 50 companies and have strong relationships with brands such as Apple, Bose, YETI, The North Face, Instant Pot and many others. We are privately held company with an exemplary reputation in our market. This position offers an immediate path to success and subsequent growth.

Job Type: Outside Sales Representative, Full-Time (IL, WI or CA)

Responsibilities:

- Cultivate long term relationships in the ASI and PPAI industry using internal and external sales tools and lead generation
- Generate incremental sales and grow relationships, converting one-time interest into recurring and follow-on sales
- Utilize all available resources to reach prospects and convert those prospects into customers, using unique strength of our brands offerings
- Collaborate with the management team and other sales representatives to expand Company's success in the respective region.
- Attend occasional industry trade shows, and represent the Company and our brands accordingly.
- Maintain opportunity database and track opportunities from lead to sale/payment. Cultivate this database on ongoing basis to maintain consistent client relationships.

Qualifications:

- Bachelor's Degree in Business, Marketing, Communications or a similar field preferred, but not required
- Experience with detail-oriented spreadsheets, data management preferred.
- Proficient in Microsoft Excel and Outlook
- Excellent verbal and written communication skills
- Self-motivated in a fast-paced environment
- Strong organizational skills
- Salary: Commensurate with demonstrable success and/or experience in industry

Industry: Loyalty & Corporate Incentive

Email cover letter and resumes to mosborn@gopremco.com. Please include "Outside Sales Rep" in your subject line.