Tradeshow Sales Representative Position for Promotional Products

We are currently looking for an enthusiastic, full-time, Trade Show SALES REPRESENTATIVE to work in the Promotional Products Industry. This is a remote position with up to 75% travel time.

Responsibilities

- Attending upwards of 60 trade shows in a year
- Schedule and make face to face sales meetings with key distributors
- Representing our company and our products at these trade shows
- Learning all aspects of our products and ability to excite distributors about selling our products
- Prospecting for new business by developing targeted solicitation plans for key accounts including any and all potential meeting venues, hotels associations and corporations with trade show events
- Works with our team to coordinate with all Phases of pre-show, on site and post show project management needs
- Maintains accurate records of all sales and prospecting information within the Zoho (CRM)
- Creates and conducts sales presentations
- Develops creative proposals and presentation materials for presentation to current and potential clients
- Negotiates and prepares contracts to secure new business and retain existing business
- Proactively provides information to clients to assist in securing future business
- Attend, participate and maintain, memberships in local and national industry events and organizations to provide maximum exposure for the Company; and meet face to face with clients
- Maintains current knowledge of the Tradeshow Industry and our competitors
- Develops revenue and ROI reports and summaries of all tradeshows and communicates forecast with executive team
- Adheres to all company policies, procedures and business ethics codes (CORE Values)
- Other duties as assigned

Qualifications

- Bachelor's degree in Business Administration or related field or comparable experience
- Five (5+) years consultative Sales/Production experience in the Promotional Industry preferred
- Exhibition Industry experience a plus
- Strong negotiation skills
- Ability to courageously fire ahead and self-navigate through a large company to explore and consult with many professionals to develop custom client solutions
- Self-motivated with a positive attitude
- Dynamic, consultative and influential sales communications style
- Strong presentation skills
- Energetic and enthusiastic
- Excellent communicative and organizational skills
- Positive and active attitude
- Professional attire-Business professional and Business Casual
- Must be able to travel extensively throughout the year
- Tradeshow experience required
- Impeccable spoken and written English

- Proficient computer skills to include Microsoft Office Suite
- You will be setting up and taking down the trade show booths, you must be able to lift 50 lbs and stand for hours on end

Work Environment

- Heavy travel required – up to 75%
- Available to work nights, weekends, and at event locations
- Require a flexible work schedule as events occasionally run on weekends and evenings
- Show Floor conditions can include a somewhat crowded or noisy area where there may be mild discomfort due to temperature, dust or other conditions, along with long hours standing.

Compensation

$60,000 salary with bonuses based off of company sales performance.