



Multi-Line Sales Representative – FL, KY and WV

Sales | Florida, Kentucky and West Virginia | Contract

JOB DESCRIPTION

About Us:

For over thirty years, Champro, a privately-owned company, has provided America's teams, leagues and players with the absolute best values in performance athletic equipment and uniforms. In June of 2016 Champro enters the promotional products industry by joining the Ad Specialty Institute (ASI) as a supplier and since then have become supplier members of PPAI and Sage. We continue to be dedicated to the promotional products industry by bringing the same value in premium quality equipment and apparel that we have brought to the sporting goods market for so many years.

Role: *Multi-line Sales Rep – FL, KY and WV*

We are currently looking to add to our family of sales representatives dedicated to calling on ad specialty/promotional products distributors. We are looking for a **Multi-line Sales Rep** for the state of Florida, Kentucky and West Virginia. The sales representative will act as a liaison between our company and its current and potential customers. He/she will be responsible for the sale of Champro products to prospective and assigned accounts in a designated territory.

Responsibilities:

- Organize and share a monthly schedule with manager.
- Learn, understand and explain features and merits of Champro products.
- Provide excellent customer service experience by going above and beyond.
- Identify potential customers by using sources as the web, trade shows, magazines, referrals, prospect hunter, etc.
- Use our sales reporting portal on a daily basis to understand trends, patterns, opportunities within your territory and with each customer.
- Contact existing and potential clients by phone, mail, email or in person and follow up as required.
- Keep customers abreast of deals and promotions.
- Seize the opportunities to up sell products and service as they arise.
- Present proposals to clients and ask for a purchase order.
- Clarify and confirm with client the details of an order, product, delivery and price.
- Assist customers with placement of orders, cancellations, returns, refunds, or exchanges.
- Attend national and table top trade shows in your territory.
- Attend Champro sales meetings twice a year in Wheeling, IL.

Requirements:

- Minimum of 2 years of proven success in sales and or account management.
- **Experience and knowledge in the ad specialty and promotional products industry.**
- Must be able to travel territory weekly, meeting with accounts regularly (minimum 36 weeks per calendar year).
- Consistently follow up with customers to solicit orders.
- Demonstrated ability to organize time and management multiple projects.
- Excellent written and oral skills.
- Customer focused and adaptability to different personality types.
- Ability to multi-task, set priorities and manage time effectively.
- Excellent communication and language proficiency.