



## **Promotional Products and Apparel Subject Matter Expert**

Regency360, head quartered in Raleigh, NC is an affiliated and fast-growing business segment of Office Depot, focused on building state-of-the-art Online Company Stores to manage on-demand production and inventory distribution of Promotional Products, Apparel and Printed Marketing Materials. Since our start in 2002, Regency360 continues to be listed as one of the fastest growing Distributors of Commercial Print, Promotional Items, and Apparel. Our e-commerce technology supports direct customers, licensees, and dealer partners all over the country.

The Promotional Products and Apparel Subject Matter Expert (PPASME) is a PPAI/ASI industry veteran in direct solutions selling. Forget the cold calling and up and down sales cycles. The PPASME works with our Dedicated Outbound Sales Team as a partner when they land the prospect meeting. A PPASME is the creative mind that listens to customers' challenges, and brings forth their product expertise coupled with the Regency360 Product Offerings that will ultimately build their NEW company store. Regency360's extensive network of vendor partners, buying power and industry leading Online Store Technology, give the PPASME the tools to offer solutions not available to other distributors in the industry. This position offers a solid base salary plus commissions.

### **Job Overview**

- Ride along with sales during the new customer sales cycle as a product expert.
- Work with Customers after closing to create an impactful product offering that meets marketing objectives and adhering to brand guidelines.
- Collect product and cost data, then converting that information into client friendly presentations.
- Manages customer expectations around project timelines and deliverables when building product offerings.

- Maintain professional relationships with Regency360's network of supply partners.
- Manage internal processes between Regency360's CSR, Graphic Design and Sales Teams.
- Maintain expert knowledge of e-commerce product updates, systems interactions and impact on both end users and administrators.
- Continual Education on New Products, Industry Trends and Decoration Techniques with ability to spot selling opportunities, and communicate those to New and Existing Customers.

### **Qualifications**

- 3+ Years of Distributor Sales or Account Management in the Promotional Products and Apparel Industry
- Experience with Industry Search Tools, either SAGE or ESP
- Proficient in Microsoft Office applications (Excel, Word, PowerPoint, and Outlook)
  - Advanced skills in Excel (complex formulas, pivots, and functions)
- Adaptable to changing business needs in a rapidly evolving environment.
- Excellent Program management and communication skills.
- Ability to effectively work both in a team and in an independent environment to accomplish daily goals and tasks.
- Strong analytical skills utilized as an approach towards decision making

### **Pay, Benefits and Work Schedule**

Regency360's offers competitive salaries, a benefits package, which includes a 401(k) and more.

**Monday - Friday 8 a.m. to 5 p.m., Raleigh Office preferred, not required**

### **Equal Employment Opportunity**

Regency360 is committed to providing equal employment opportunities in all employment practices. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, citizenship status, marital status, age, disability, genetic information,

protected veteran status, gender identify or expression, sexual orientation or any other characteristic protected by law.