



Independent West Coast Sales Representative

Corporate Office Location: The Beistle Company Shippensburg, Pennsylvania

Overview

The Beistle Company is looking for a dynamic, high-performing, self-employed independent contractor to represent our product line. The ideal Sales Representative will be responsible for generating sales with existing clients and developing a growing revenue stream with new clients.

The ideal Sales Representative would have prior successful experience growing sales in the promotional products industry and enjoy the challenge that comes with outbound prospecting in a competitive market.

Responsibilities

- Reaching out to existing clients on a regular basis to follow up on previous inquiries, look for new opportunities, and present new ideas
- Scheduling appointments (virtual or in-person) to review product needs and sales opportunities with current and new clients
- Convert prospective customers into active customers and generate meaningful and profitable sales revenue
- Understand and communicate individual client brand standards and production requirements
- Understand the buying cycle and decision process for each customer and reach the right level of decision makers to drive and execute strategic wins
- Identify customer needs and develop innovative business proposals for existing and prospective accounts
- Effectively communicate client needs to The Beistle Company to ensure customer expectations are met in all areas including manufacturing specifications, shipping deadlines, billing requirements, etc.
- Identify new business opportunities within targeted strategic accounts and leads generated through reports and inquiries
- Travel as needed to generate sales and meet customer expectations

Qualifications

Education

Minimum of bachelor's degree in business required (or the equivalent combination of education and work experience).

Helpful Experience, Knowledge, Skills, and Abilities

- 5 or more years of sales experience with promotional products and/or advertising
- Excellent communication/presentation skills and ability to build relationships
- Enthusiastic and passionate, with ability to effectively deal with obstacles
- Customer focused, confident, and goal driven
- Excellent verbal and written communication skills
- Experienced in developing new product offerings and marketing ideas

About The Beistle Company

The Beistle Company was founded in 1900, we are the oldest continuing manufacturer of decorations and party supplies in the United States.

We provide promotional products for national campaigns, regional campaigns and everything in between. We partner with our clients to provide the highest quality products and services in the industry.

Our product offerings consists of a wide range of products like, displays, beads, seasonal party supplies, fire safety, and many other options. You can see our complete line of products at www.Beistle.com.

About The Beistle Company

The Beistle Company was founded in 1900. We stock over 7,000 different party supplies, decorations, and novelties and custom manufacture thousands of promotional products and advertising specialties.

We provide promotional products for national campaigns, regional campaigns, and everything in between. The Beistle Company enjoys an exceptional reputation throughout the industry for providing exceptional product quality, value, and service.

Our offering consists of a wide range of products including point of sale displays, advertising signage, promotional products, fire safety products, imprinted beads, hats, and other custom printed party supplies. You can see our complete line of promotional products at www.beistlecustompromos.com and stock products at www.beistle.com.

Contact

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