

Jr Project Manager

ePromos Promotional Products

St. Cloud, Minnesota: Accepting remote applications

ePromos is located St Cloud Minnesota but this is a remote role. You must have the ability to work from a dedicated home office. You are also required to have high-speed internet.

Why ePromos?

ePromos has been the industry's leading distributor in the promotional space for over 20 years having pioneered many of the e-commerce practices which are commonplace today. Our award-winning website combined with our sales strategy, service capabilities and enterprise-level solutions set us apart and form the special sauce that is ePromos Promotional Products, LLC. We have a unique culture—one that consists of a flexible and collaborative workforce spread across the country. Our values are strong with a deep-rooted emphasis on giving back as part of our ePromos Cares mission. Together, we have worked year-after-year to continuously raise our standards and strive for growth—each year learning and adapting to what's ahead.

Why an ePromos Project Manager?

The Project Manager (PM) supports an Enterprise Business Manager (EBM) and/or Strategic Account Executive (SAE) and Director of Enterprise Sales (DES) in developing and executing sales strategies for the assigned enterprise level account(s). The PM supports the efforts of implementing and executing the sales strategies that consist of developing and growing year over year sales. The PM will play a support role in increasing revenue and gross profit of ad hoc business by strategically working with the Client, EBM/SAE, DES, New Business Development Team and Program Operations in the overall effort of generating and qualifying new opportunities, acquiring new customers, onboarding and implementing new customers, penetrating and expanding accounts, building relationships, managing and executing the sale of products and services to maximize sales performance. The PM will assist in uncovering and mapping out all potential areas that can be served by ePromos. The PM will help devise and implement account growth plans and marketing plans to secure profitable business and build long-term partnerships through true client advocacy. The PM assists in the overall Client relationship and strategic selling efforts to be in-line with ePromos core values, policies, protocol, procedures and Client specific requirements to achieve the highest level of success and ROI.

Tasks:

- Support the EBM/SAE and DES with assigned enterprise level account(s).
- Assist the EBM/SAE in executing account penetration and retention strategies.
- Help assure all enterprise Client contract terms are adhered to.
- Understand, interpret and ensure all assigned enterprise client brand guidelines are adhered to.
- Communicate directly with Client main points of contact, including an on-site presence when possible / applicable.
- Assist the EBM/SAE in executing account growth and penetration strategies for the assigned enterprise level account(s), always seeking to understand their pain points, areas for growth, and how to be a strategic business partner, not just a supplier.
- Take part in weekly meetings with Clients and internal ePromos' Teams to identify, prioritize and execute deliverables.
- Support the EBM/SAE in executing the strategic sales process for building and maintaining plans to promote and identify specific Client event dates and large order opportunities.
- Assist in the product selection and merchandising of Client ad hoc projects and online company store programs.
- Create custom product presentations as needed.
- Enter and process orders as needed.
- Staff and support any applicable Client onsite event opportunities.
- Participate in annual Client(s) merchandise roadshow initiatives, working collaboratively with the entire ePromos' Account Team on product selection, pricing, catalog, logistics, and all other details as they relate to ensuring a successful execution.
- Always seek ways to proactively develop and push ideas to existing and new contacts within the organization to maximize sales results.
- Work in collaboration with the EBM/SAE to recognize ad hoc and online company store opportunities and secure such opportunities.
- Support the EBM/SAE in driving focus on weekly, monthly, quarterly, and yearly sales targets.
- Assure the proper use of ePromos systems.
- Support the EBM/SAE in preparing and participating in Client business reviews.
- Work in conjunction with Program Operations to assure company online store programs are meeting and exceeding Client expectations.

Skills required:

- Bachelor's Degree preferred.
- Minimum of 3 years Promotional Products Industry experience, preferably sales related.
- Significant knowledge of how promotional products are utilized.
- Proven / demonstrated experience supporting the development and growth of accounts.
- Advanced computer skills (Microsoft office products).
- Proficient in all technology solutions offered by ePromos.

- Excellent written and verbal communication skills.
- Ability to communicate directions and expectations clearly and efficiently.
- Ability to manage and prioritize a multitude of projects simultaneously.
- Excellent time management and organization skills.
- Experience working with Salesforce or similar CRM.
- Extremely high attention to detail.
- Ability to work in a fast-paced environment and problem solve.
- Ability to work independently.
- Stays focused under pressure.
- Able to handle change easily and quickly.

Compensation and Benefits:

Base salary plus commission. Attractive, comprehensive benefits package which includes medical, dental, vision, short term/long term disability, term life insurance, a 401(k) plan with match, paid vacation, and numerous company celebrations.

We do not accept resume submissions from third party recruiters.