

Sales Consultant

## **Our Value Proposition**

Our vision is to create a world where valued relationships and hard work never go unnoticed! If you are as passionate about this vision as we are, then you may have what it takes to be a valued member of the BrandIQ team. It is our mission to be the tangible touch for those relationships most important to our clients. We accomplish this with branded merchandise.

BrandIQ is a premier branded merchandise company with a trusted brand and fun-spirited culture. Our client portfolio consists of well-known logos and testimonials. We have a talented team of dedicated sales and support personnel who work together for the success of our customers and each other. We are looking for a proven producer to join our team!

We use a state-of-the-art cloud-based platform that is fully integrated with our website, marketing campaigns, proposals, quotes and order entry. Our platform, processes and support, along with your passion and drive, will move you to the top level in your branded merchandise sales journey.

If you have a desire to succeed, Brand IQ will assist you in becoming a top commissions earner in our industry. If you have strong industry experience, a competitive spirit, a positive attitude and a willingness to learn new things, let's talk!

## **Ideal Producer for Brand IQ**

- *Proven Producer* with an insatiable appetite to earn more
- *Positive Attitude* that creates success regardless of circumstances
- *Solutions Architect* for unique client experiences
- *Competitive Drive* to be your best – always
- *Industry Experience* with excellent reputation and relationships
- *Passionate Desire* to delight clients
- *Strong Work Ethic* to produce great results
- *Coachable/Willing* to learn and try new things
- *Embodies Our Values* of commitment, teamwork, integrity, respect & innovation

## **Benefits for Producer**

### Operational

- One system for CRM, proposals, quotes, order entry
- Backend support allows you to focus on selling
- Dedicated support for producers with \$1.5M+ of sales
- Relationships with the top vendors in the industry

### Fulfillment Services

- Experienced team to buildout company stores
- Kitting, fulfillment and dropship solutions
- Custom products and packaging

- Shipping solutions
- Virtual experience solutions

#### Marketing

- Respected brand with clients, vendors and competitors
- Conference & Showrooms for personal contact presentations
- Proactive client touches (i.e., emails, webinars, direct mail campaigns)
- Social media presence
- New client packages
- Survey gifts

#### Sales Development

- 1 x 1 coaching and support – assistance to build value in client relationships

#### Company Culture

- Fun-Spirited
- 'Can do' attitude
- Sharing of ideas, best practices & successes
- Making every client's experience positive
- Commitment, teamwork, integrity, respect & innovation
- Customer satisfaction guarantee

#### Compensation

- Balanced commission structure
- Salary plus commission structure
- Benefits including health, dental, vision, 401k, disability
- Sample allowance based on sales
- Direct vendor rebates

Brand IQ, LLC

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Location – Houston, Tx or Remote

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