

Fresh Beginnings is looking for an experienced inside sales account manager to join our team!

### **Sales Account Manager- Fresh Beginnings**

Fresh Beginnings is a leading supplier of Gourmet Food Gifts in the Promotional Products industry, with over 30 years of experience. We build lasting impressions with our customers through our high quality product solutions to promote any special event, corporate initiative, or year round gift giving programs.

If you are a promotional product or experienced sales expert, we want you to join our team! This position offers competitive earnings potential with commission opportunity, and an outstanding benefits package. Working remotely will be considered for the right experience.

#### **Essential Duties & Responsibilities:**

- Ambitious and highly sales driven with strong negotiating skills
- Above average telephone prospecting skills
- Strong communication and presentation skills
- Proven ability to close the sale
- Call on prospective customers and manage existing business
- Build customer book of business through all forms of sales generation and mediums
- Focus on a desire to earn by developing high volume accounts
- Provide innovative promotional product solutions and pricing to capture the sale
- Communicate receipt of purchase order, client's review and approval of proofs, shipping lists and other details with internal Sales Support Coordinators.
- Participate in client presentations, meetings, and industry trade shows
- Some travel will be required
- Additional hours are required during the months of October-December

#### **Required Skills:**

- Demonstrated sales success
- Promotional Product experience preferred
- Proficient use of Microsoft Software applications
- Ability to learn and utilize existing CRM and ERP systems
- Excellent phone and written communication skills

#### **Job Type:**

- Full time salary plus commission with sales quota required
- Prefer office location, however remote will be considered with the right experience

Fresh Beginnings is a subsidiary company of CDK GLOBAL

Send resumes to: Tammy Rozier- [trozier@freshbeginnings.com](mailto:trozier@freshbeginnings.com)

