

Enterprise Business Manager

ePromos Promotional Products

St. Cloud, Minnesota: Accepting remote applications

### **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 Care's 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.

### **The Role:**

ePromos is looking for an experienced Enterprise Business Manager (EBM) to join our team! Do you have a proven track record of growing year over year sales for million dollars plus Enterprise level accounts? Have you mastered strategically working in tandem with Clients, Project Managers, New Business Development teams, and Program Operations for the common goal of increasing revenue and gross profit of ad hoc promotional products? The ideal EMB will have experience generating and qualifying new opportunities through warm calls, acquiring new customer segments from within the assigned account(s), onboarding, and implementing new customers, penetrating and expanding accounts, building relationships, managing, and executing the sale of products and services all to maximize sales performance. It is vital that the EBM have deep rooted experience uncovering and mapping out all potential areas of an organization that can utilize ePromos products and services. You must be skilled in building long-term partnerships through true client advocacy while navigating Client specific requirements to deliver the highest level of success and ROI. If this is what you excel at, please keep reading!

**Skills and Education required:**

- Bachelor's Degree.
- Minimum of 5 years Promotional Products Industry sales experience.
- Minimum of 3 years leading a Sales Team with demonstrated results of consistently meeting and exceeding sales performance targets.
- Demonstrated ability to lead and motivate a Team towards desired results.
- Proven / demonstrated sales experience developing and growing enterprise level accounts of \$1MM+ annually.
- Exceptional Client negotiation and management skills.
- Extensive knowledge of how internal decisions are made in major accounts / large companies.
- Extensive knowledge of how businesses / organizations in different industries / verticals operate and go to market (internally and externally).
- Extensive knowledge of how promotional products are utilized.
- Strong understanding of budgeting, forecasting and top / bottom line sales / profitability analysis.
- The ability to utilize data analytics and reporting to develop performance assumptions.
- Strong understanding of logistics, warehousing and fulfillment and overall online company store program operations.

**Personal characteristics required:**

- Professional demeanor, high integrity.
- Enthusiastic and charismatic.
- Assertive and competitive.
- Creative and resourceful.
- Flexible, with the ability to work efficiently under stress.
- Self-motivated, disciplined, and goal driven.
- Ability to manage Clients and establish clear expectations.
- Desire to help Clients, but not afraid to ask / address tough questions while keeping ePromos' best interest in mind.
- Strong negotiation and interpersonal skills.

**The Perks:**

- A competitive salary plus bonus.
- A comprehensive benefits package including PTO, medical, vision, dental, and 401k with match.
- An engaging work life. You will have access to ongoing training programs and networking opportunities.
- A fun, positive work environment.
- Growth opportunities. We're growing and you'll grow with us if you prove to be a valuable member of our team!
- The ability to work remotely