

JOB DESCRIPTION-A4 APPAREL

ABOUT US

A4 Apparel is a growing manufacturer of Team Sports, Corporate & Promotional Apparel. We are privately held and have been delivering high quality, value driven apparel products for fifty years. We are currently looking for a high energy, knowledgeable Territory Sales Manager for **Southern California (LA, San Bernardino, Ventura, Santa Barbara & San Luis Obispo Counties)**.

JOB SUMMARY

The Territory Sales Manager will act as the front-line sales representative between A4 and its current and potential customers within an assigned territory. Responsibilities include but are not limited to providing product and service information, generating and closing sales, training outside and inside sales personnel and providing outstanding customer service to all assigned accounts.

The sales representative will interact by phone, email and in person with outside partners to build strong relationships and trust. The sales representative accepts ownership for effectively managing customers' sales, forecasts, issues, complaints, and any inquiries.

YOUR ROLE & RESPONSIBILITIES

- Travel within the assigned territory each week visiting accounts and building relationships with new and existing customers
- Work from home/office location within territory with the expectation to be on the road 80% of the time
- Present, sell and service all accounts in person at least 4-6 times per year
- Organize and share a daily, weekly, and monthly schedule with manager.
 - Send recaps of meetings to management (via Salesforce) to keep internal team informed of territory needs and opportunities
- Learn, understand, and explain features and benefits of A4 Products, utilizing persuasive sales techniques, product information, and sales tools.
- Provide excellent customer experience by going above and beyond.
- Acquire account and contact information such as annual sales, branches, and corporate size as needed.
- Prequalify prospects by determining such criteria as fiscal stability and/or strategic value.
- Keep customers abreast of deals and promotions.
- Resolve products and services problems by clarifying the customer's complaint, determining the cause of the problem, selecting and explaining the best solution to solve the problem, expediting correction or adjustment; following up to ensure resolution and customer satisfaction.

QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Prefer bachelor's degree in Business and/or 3+ years of relevant, proven success in sales or account management within the industry
- Demonstrated ability to manage multiple projects.
- Excellent written and oral communication skills.
- Customer focus and adaptability to different personality types
- Ability to multi-task, set priorities and manage time effectively
- Excellent communication skills and language proficiency

PREFERRED SKILLS

- Market and Products Knowledge
- Organizational Skills
- Attention to Detail
- Computer Skills (Salesforce, Microsoft, etc)
- Positive Attitude
- Listening Skills
- Negotiation Skills
- High Energy Level
- Team Work
- Resilience

COMPANY CULTURE

- Competitive Compensation Package: Commission based plus travel expenses
- Full benefits program with medical, dental, vision and 401K
- Bonus program for achieving sales growth
- Collaborative effort working with management and corporate offices to exceed customer expectations
- Ability to grow your career within the organization
- Equal Opportunity Employer

This is a remote position.