

brand addition.

Special Order Sales Manager

St. Louis, MO

Do you have experience working in the fast-paced world of Promotional Marketing? Do you enjoy working in a team environment yet are a self-starter? Do you enjoy challenges and working to find solutions? If you want a career where every day is different and change is necessary on a consistent basis, then we might be the place for you!

Brand Addition is a global leader in the creative promotional merchandise arena and one of the largest promotional product suppliers in the world. Our reputation for quality, service and customer satisfaction is second to none and our impressive client list includes Google, Intel, Indeed, Edward Jones, Enterprise, HPE, and Cadillac to name a few. With annual sales in excess of \$100 million, Brand Addition employs over 400+ people globally across our 8 operations in the US, Europe, and Asia. We focus on providing ethically sourced promotional merchandise to help some of the world's largest brands communicate their brand message on both a local and global basis.

We are looking for an individual with a passion for going above and beyond for our customers and themselves. This person will be lead the St. Louis based Special Order Sales Department, and must show initiative, adaptability, and ambition to succeed. Our clients expect quick, and easy solutions for their promotional requests, and we provide the tools & technologies to ensure our team members can exceed their expectations.

Areas of Responsibility:

- Coach, mentor, lead and grow inside sales and support teams of 15 to 20 non-commissioned teammates located in St. Louis
- Develop and execute a sales plan in support of organizational strategy and objectives
- Ensure effective and consistent utilization of customer relationship management (CRM) software
- Collaborate with teammates to provide solutions and remove roadblocks
- Minimal travel required

Necessary Skills:

- Bachelor's degree in business administration, sales and marketing, or similar field preferred
- Experience working in and managing in a deadline driven environment (Industry experience a plus, not a must)
- Proficiency in all Microsoft Office applications and customer relationship management (CRM) software
- Customer centric attitude
- Be decisive, maintain accountability and delegate in a hybrid work environment
- Great communication skills both written & verbal with internal and external contacts
- Fast learner with excellent problem solving skills
- Positive attitude, high energy, with a team first attitude

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We are very proud of what we have accomplished, and even more excited where we are heading! If you think you are up for the challenging, yet fun path we are heading down, then please submit your resume and cover letter with why you think you would be a great addition to the Brand Addition team!