

Bruce Fox, Inc. is actively seeking a **Director of National Sales**.

**Do you:**

- Know the promotional products industry? (*People, places, things*)
- Love the promotional products industry? (*Heart, drive, passion*)
- Seek a more creative product environment than you currently have? (*Ingenuity, resourcefulness, imagination*)
- Want an opportunity to actively take part in creating your own job? (*Vision, leadership, accountability*)

**If you checked all these boxes, please keep reading.**

The newly-created position of Director of National Sales will provide the right candidate the opportunity to forge their own career arc at Bruce Fox. This is not a hand-me-down, quota-driven position; it is a largely-untapped start-up within an 84-year-old company.

Field sales and client-building experience within the promotional products industry—with a focus on large and strategic distributor sales entities—is essential. Knowing the industry and the key players in it will be a vital component.

Bruce Fox is an Indiana-based (metro Louisville) company, but this position offers the opportunity for a remote setting. As such, your location near a major airport will be a factor. Once ramped up, the travel requirement will be at least 1/3 of the year.

Minimum base salary for this position \$90,000. Meeting our Year 2 revenue goals will push this number to over \$100,000. An aggressive incentive/bonus package and carry-forward will be in place to offer additional earnings potential.

**Your Responsibilities:**

- Generate sales revenue by building relationships and growing existing account relationships and by acquiring new accounts.
- Create new business and sales growth opportunities through leads you find and initiate. Your role in this position is laser-focused on hunting/gathering; our team in Indiana will function as your point of handoff early in the inquiry process. You will *not* be bogged down with administrative functions.
- Plan and execute regularly-scheduled sales visits.
- Present our unique capabilities and solutions to existing and potential customers.
- Follow internal process requests, including marketing services requests for all sales collateral needs.
- Maintain contact with all clients to ensure optimal customer experience.

- Consistently and accurately document all sales activities and details in CRM.
- Maintain subject matter expertise on all products and services we offer and serve as the customer's Bruce Fox ambassador.
- Provide feedback to our internal sales operations, administrative and creative teams regarding product success and suggestions for improvement.
- Support the execution of all marketing and new product initiatives.
- Connect with customers by any and all means necessary, including in-person meetings, email, phone, online presentations, fax, telegraph, smoke signals...
- Participate in regional and national trade shows as needed.

**Your Success:**

You will be measured by the number and scope of qualified prospective projects you deliver and the overall revenue growth of the company.

**Benefits:**

- 401(k)
- Dental insurance
- Flexible spending account
- Health insurance
- Life insurance
- Paid time off