

WOWLine INSIDE/OUTSIDE SALES REPRESENTATIVE

Summary

WOWLine is looking for a skilled problem solver to join our team as an Inside/Outside Sales Representative. We need a positive individual(s) with demonstrated Promotional Products Industry experience (i.e., ASI, PPAI, SAGE) who can inventively listen to customer service issues and then offer customized solutions to each unique project. The ideal candidate(s) will be given training on both the company's customer service policies as well as its products.

Key elements of this position:

- Answer inbound telephone calls from Distributor clients
- Develop, identify, and secure sales opportunities with Distributor clients
- Ensure our goods and services are meeting Distributor client needs
- Present Distributor clients with new product choices and ideas as they become available
- Resolve Distributor client issues as needed
- Communicate by phone and e-mail with Distributor clients
- Provide samples and marketing materials as needed
- Seek new opportunities in assigned territory thru outbound phone calls and e-mails
- Build relationships with key customers to partner with them and to provide creative solutions that lead to repeat business
- Support internal and external teams with information and feedback
- Work closely with internal and external teams to insure high customer satisfaction
- Create individual promotional programs targeting specific clients

Requirements of this position:

- Ability to operate in a fast paced environment with multiple accounts, internal and external team members, and management
- Ability to provide creative solutions in a consultative way to customers
- Follow up on samples, quotes, potential re-orders, leads from trade shows, lost accounts, drops in sales volume and potential new accounts
- Travel on an as needed basis to attend trade shows where needed (around 20% travel)
- Maintain all account information in the database including any notes regarding conversations
- Creative thinking skill set
- Self Accountable for activities, relationships, and results

Benefits:

- 401K
- Health Insurance
- Life Insurance
- Paid Time Off
- Paid Training
- Work from our office in Syosset, New York or possibly remote depending on the location
- Bonus Opportunity

Experience:

- Minimum of 1 to 3 years in the Promotional Products Industry

Position reports to National Sales Manager