

## **Job Description**

Tekweld is a fast-growing Top 40 Supplier in the Promotional Products industry! We are looking for someone to become part of one of the most Team Focused, Creative, Solution Driven, High Energy, suppliers in the Promo Industry!

## **Requirements**

- Proven work experience as a Sales Representative in Promotional Industry (3-year min).
- Excellent knowledge of Google Suite (Sheets, Docs, Gmail, etc.)
- Ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation, and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Bachelor's degree in business or a related field

## **Responsibilities**

- Present, promote and sell Tekweld products/services using creative solutions to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop, and maintain positive business and customer relationships
- Reach out to customer leads
- Assist in the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

## **Benefits**

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Paid time off
- Car Allowance