

Job Title: Outside Sales Representative
Territory: Northwest | WA, OR, ID, MT

Position Reports to: Outside Sales Manager

Department: Sales

Location: Must be in the Seattle area. *This is a work from home Position when not traveling throughout territory.*

Schedule: 8:00am – 5:00pm M-F (hours may vary during travel)

Travel: Yes within territory, and major industry tradeshow

Salary Range: \$70,000 + plus Commission

Benefits: Full Medical, Dental, 401K Match, PTO, Referral incentive.

Business arrangement travel is paid for SnugZ USA within authorized expenses and budgets (hotel, mileage, meals, cell phone, work computer and transportation costs)

Company Overview

SnugZ USA is an innovative and thriving Top 40 promotional products supplier based out of Salt Lake City, Utah. Founded in 1989, SnugZ is the leading provider of branded merchandise including lanyards, personal and health care, leather, mints, aromatherapy products and custom shoes for the promotional products industry.

SnugZ core values are: Care Passionately, Work Like Crazy, Think Big and Do What's Right.

Job Description

SnugZ USA is seeking a dynamic sales person to work in a fast paced, growing and fun environment. We are looking for someone who is self-motivated, hardworking, persistent and dependable to join our growing team in the promotional products industry.

The Outside Sales Representative is responsible for managing their existing territory by building and managing B2B distributor relationships, growing our customer base both organically within existing accounts and identifying potential customers. The ideal candidate for this position has an established sales and/or marketing experience and a commitment to delivering the highest level of professional dedication and performance.

This position requires an individual who is a highly motivated self-starter with the capacity to handle interpersonal relationships judiciously and empathetically. In addition, the ability to adapt to all types of people and situations. Furthermore, this position thrives with a person who is creative thinker and a disciplined problem solver. He/She is motivated to complete targets/goals while embracing a successful and positive attitude.

Essential Functions and Primary Duties

1. Develop action plans to set and help achieve territory goals.
2. Requires a minimum of 12-16 formal customer visits per week, 3 weeks out of the month.
3. Exhibit and represent SnugZ at relevant promotional products trade shows within the territory.
4. Manage and analyze reports and data.
5. Work with the Outside Sales Manager to create sales strategy, implement and measure strategy.

Key Responsibilities

- Partner with Inside Sales Team in assigned region to maximize territory coverage and revenue potential on all assigned accounts.
- Reach decision-makers and quickly determine potential opportunity.
- Give formal presentations to inform and offer promotional solutions using SnugZ USA products applied to marketing programs and business solutions.
- Develop creative presentations, programs, specials and flyers for new opportunities.
- Navigate, qualify & research B2B partnerships; engage via email/phone/social media/virtual office visits and physical office visits.
- Achieve monthly sales goals; work with sales team to achieve organizational sales goals.
- Achieve expected volume of proactive customer visits above while managing inbound requests.
- Practice knowledge of consultative selling approach.
- Effectively manage multiple projects and assignments through to completion.
- Participate in continuous improvement activities.

Requirements/Qualifications

- ✓ Bachelor's Degree preferred – Sales, Marketing, Communications or Business preferred.
- ✓ 2+ years experience in sales and/or marketing.
- ✓ Proficient in CRM, Syteline, Outlook, Excel, PowerPoint applications.
- ✓ Communicate clearly and professionally with exceptional written and verbal skills.
- ✓ High interest in consumer products for marketing events and advertising.
- ✓ Strong ability to sell products with an “on trend” component – understanding trends and how to bring the trend to market.
- ✓ High level of competitiveness, positive attitude, enthusiasm and an eagerness to learn.
- ✓ Ability to generate custom solutions to business opportunities and challenges.
- ✓ Must be customer focused, confident and goal driven
- ✓ High adaptability to change

- ✓ High level of integrity
- ✓ Ability to lead by example, motivate a team, delegate, communicate clearly, negotiate, manage change well, improve processes, organize, and build relationships.
- ✓ Must be detail oriented and have strong decision-making skills.