

Job Title: Sales Representative for Custom Personalization Business

Savor is a fast-growing start-up for a high-end consumer product line that designs, manufactures, and markets innovative organizational and keepsake products online and through major retailers. Our award-winning, viral brand has earned raves from The View, the Today Show, People, Real Simple, Allure, Martha Stewart Weddings, and others. We are currently growing corporate and custom products business, and are looking for a sales representative who can help support the company's business growth by assisting with B2B sales.

This is a part-time or full-time consultancy for 20-40 hours/week. Prefer to start part time and move to full time based on successful partnership.

Responsibilities:

- Generate new leads and sales opportunities through networking, calling, and email marketing. We have an established list of leads that need phone and email follow-up.
- Prepare estimates and mock-ups for potential clients.
- Create or assist in creation of collateral marketing material as necessary.
- Manage and maintain relationships with existing clients to ensure customer satisfaction and repeat business.
- Work closely with our operations and production teams to ensure customer orders are fulfilled accurately and efficiently.
- Meet or exceed monthly sales quotas and goals.
- Provide regular sales reports and forecasts to management.
- Attend trade shows as needed (appx 1/year).

Qualifications:

- 2+ years of sales experience, preferably in a B2B environment working with retailers or distributors
- Strong communication and interpersonal skills
- Attention to detail
- Strong writing and verbal skills
- Demonstrated ability to meet or exceed sales targets
- Ability to work independently and manage time effectively
- Willingness to travel and meet sales contacts on weekly basis
- Experience with CRM software and sales reporting tools
- Familiarity with the promotional products industry a plus, particularly PPAI or ASI marketplaces
- Bachelor's degree in business, marketing, or related field preferred

We offer competitive compensation and benefits packages, including base salary plus commission. If you are a driven and ambitious sales professional with a passion for custom personalization, please apply with your resume and cover letter.