



Regional Sales Representative

Image Apparel Solutions is seeking a Regional Sales Representative to join our team. The ideal candidate will be highly motivated and capable of working independently, with excellent verbal, written and multi-tasking skills. We're looking for an energetic and enthusiastic individual that will help us expand on our status as an industry leader in the garment decoration and promotional products.

The company is well established in the promotional apparel and merchandise industry, with expertise in B2B merchandise programs, athletic apparel, and e-commerce merchandise solutions. Our in-house apparel decoration capabilities allow us to control our production schedule, and our innovative decoration techniques separate us from the rest of the industry.

Job Description:

- Present and sell company products and services to new and existing customers
- Educate customers about products and services
- Develop and implement effective high-impact sales plan
- Attend training activities and participate in tradeshow on behalf of company
- Answer or find solutions to customer questions about products or services
- Provide accurate quotes and sales support via phone and email
- Continually increase knowledge of products and services through training and self-learning
- Accurately enter customer orders
- Build book of business through strong relationships and excellent customer service
- Close sales opportunities to create lasting relationships
- Work with our marketing team to create material to present to customers
- Update and maintain customer files in CRM

Job Requirements:

- Applicant must have 3+ years previous experience in B2B sales in the promotional products and/or decorated apparel industry
- Strong CRM and MS Office skills
- Strong negotiation and creative skills
- Must possess superior verbal and written communication skills
- Must be deadline oriented, have ability to multi-task, be highly organized and able to work independently
- Proficient with SAGE database is a plus

Compensation: Commission with draw. Within two years a successful person should make over \$100,000 annually. Health insurance, 401k plan and PTO.

Job Type: Full-time

Contact: Please email your resume to info@image-apparel-solutions.com