

Job Title: Inside Sales/Account Manager

Company: GMG Works

Position Type: Full-time

Are you an ambitious and results-driven individual with a proven track record in inside sales and account management? GMG Works is seeking a dynamic Inside Sales/Account Manager to join our team. This role presents a fantastic opportunity for a motivated professional to contribute to the growth of our company and make a significant impact within the industry. The primary responsibility is business retention and growing the book of business that will be provided to you.

****Responsibilities:****

- Develop and manage a portfolio of key accounts
- Maintain a daily call log of required calls
- Identify and pursue new sales opportunities
- Build and maintain strong, long-lasting customer relationships
- Collaborate with cross-functional teams to ensure customer satisfaction
- Meet and exceed sales targets and objectives
- Prepare and deliver sales presentations to potential clients
- Regularly sync with leadership to collaboratively identify opportunities for growth within accounts

****Requirements:****

- Proven experience in inside sales and account management
- Prior Promotional Products Industry experience a plus
- Excellent communication and interpersonal skills
- Ability to build and maintain relationships with clients
- Solid understanding of industry trends and market dynamics
- Highly motivated and target-driven
- Exceptional organizational and time-management skills
- Proficient in using CRM software and other sales tools

****Education and Experience****

- High school diploma or equivalent
- Minimum of 1 year of sales/account management experience

****Benefits:****

- Competitive salary commensurate with experience, commission and bonus structure
- Ongoing professional development opportunities
- Dynamic and collaborative work environment

If you are a self-motivated individual with a passion for sales and a proven ability to deliver results, we invite you to apply for this exciting opportunity. Join GMG Works and be part of a team that values innovation, excellence, and success.

To apply, please submit your resume and a cover letter outlining your relevant experience and achievements to hr@gmgworks.com. We look forward to reviewing your application.

GMG Works is an equal opportunity employer.