

## PromoCentric

**Job Title:** Account Executive, Sales (Full Time) | **Job Location:** Newmarket, NH

### Job Description:

- ✓ LIMITLESS INCOME POTENTIAL
- ✓ HIGH-ENERGY ENVIRONMENT
- ✓ HOTTEST INDUSTRY IN MARKETING
- ✓ DEEP RESOURCES
- ✓ HUSTLE + GRIT
- ✓ FLEXIBLE SCHEDULE
- ✓ LOVE YOUR JOB

Are you looking for a job you look forward to doing every day? Join a super successful sales team and excel in one of the most fun and fulfilling jobs out there: Account Executive in the promotional products industry (YES, we mean SWAG).

At PromoCentric, we help businesses large and small build brand awareness and success by procuring and decorating awesome products and creating/managing their corporate online stores. We LOVE what we do because of the creativity, the pace, and the joy of providing people the promo they love.

We're looking for an experienced Sales Professional eager to prospect, win new clients, and manage customer relationships. They're responsible for taking a starter book of business and growing it through prospecting and pipeline building. The successful applicant will be a reliable professional able to achieve a balance between customer orientation and a results-driven approach. The goal is to find opportunities and turn them into long-term profitable relationships based on trust, value, and mutual satisfaction. Our Account Executives are directly responsible for preserving and expanding our customer base. The ideal candidate will have proven talent in sales and experience in customer service. Promotional Industry or Print Industry experience is a plus. This position has unlimited income potential; we do not have caps on commission. Starting compensation is \$50,000-\$60,000 with massive upside of \$500,000 and above for top performers.

*Please note: Ideal candidates will be located in the Northeast of the US. Priority will be given to folks local to Newmarket NH/Boston area, however we will consider remote roles for individuals with the right experience and skill set.*

### RESPONSIBILITIES

- Make use of our membership in the Industry's Premier Buying Group and take advantage of industry leading software for optimal efficiency, reliability, and competitive pricing.
- Leverage our in-house silk screen, embroidery, direct-to-garment, and laser engraving capabilities to deliver maximum client impact.
- Communicate our ability to be Program Specialists: Warehousing, pick and pack, fulfillment, and webstores.
- Create business plans to facilitate the attainment of goals and quotas.
- Manage the entire sales cycle from finding clients to securing deals.

- Unearth new sales opportunities through networking and turn them into long term partnerships.
- Present product concepts and samples to prospective clients.
- Provide professional after-sales support to enhance customer loyalty.
- Maintain frequent contact with your clients to understand their needs over time.
- Resolve issues to build customer satisfaction.
- Negotiate agreements.

## COMPETENCIES

- Proven experience as an Account Executive, preferably but not necessarily in the Promotional Products Industry
- Knowledge of market research, sales, and negotiation principles
- Microsoft Office skills (especially Word, Excel & Outlook)
- Exceptional organizational ability and attention to detail
- Ability to remain cool under pressure in a fast-paced environment
- Professional, friendly, and polite
- Excellent communication/presentation skills and the ability to build relationships
- Organizational and time-management skills
- Positive thinking, growth mindset
- Enthusiastic

## DESIRED SKILLS AND EXPERIENCE

- BS or BA in Business Administration, Sales or Marketing
- Proven Experience with new business development activities
- Previous B2B sales experience
- 2-3 years of sales experience

## BENEFITS

- Medical/Dental/Vision
- 401k
- Short & Long Term Disability
- Flexibility and Work Life Balance
- Fitness program

## ABOUT PROMOCENTRIC

Founded in 2000, PromoCentric is a full-service promotional marketing agency that builds brand awareness and brand equity through innovative ideas to get our client's logo top of mind.

PromoCentric provides creative solutions that make our clients happy by saving them time and money. Our goal is to deliver managed promotional branding solutions from concept to delivery. Our revenues and employee counts have grown year over year for over a decade. We are looking for growth-minded employees to help continue that trend.

## CORE VALUES

Our core values are the heart of our business. These principles guide all company actions and serve as its cultural foundation. Our core values will set the tone of our organization. They will be the underlying foundation and character of our business and the people in it.

- **Customer Centric** ... our customers come first.
- **Community Driven** ... making a difference for our teammates, our community, and our planet.
- **Continuously Improving** ... our actions today make us better tomorrow.
- **Committed** ... the relentless pursuit of excellence.
- **Enthusiastic** ... bringing positive energy to everything we do.

Send resume to [sales@promocentric.com](mailto:sales@promocentric.com) – Good Luck!