

Action Plus Ideas is currently seeking a self-motivated sales professional who is looking for a career with a long- standing promotional products distributor.

Position: Sales Representative

Job Responsibilities:

Seek and find new business within existing customers.

Pursue sales opportunities through networking and relationship building.

Qualify new leads

Utilize software programs to manage prospecting and sales activities.

Ability to Cold Call and network easily.

Contact book of business weekly and maintain data using software system.

Maintains product knowledge and ability to come up with solutions for clients.

Meet and exceed quotas given.

Qualifications:

Sales experience within the promotional products industry a Must.

Experience with cold calling, networking and business development.

Motivated and self-starter.

Professional appearance and phone etiquette.

Detail oriented and strong computer skills required.

Excellent Customer Service Skills and provide support to client base as needed.

Compensation:

Salary/Commission based on experience. Health benefits provided.

To apply please send resume to [info@actionplusideas.com](mailto:info@actionplusideas.com). Please include salary history and requirements.

Action Plus Ideas, established in 1992, is one of the Top 100 in sales volume in the promotions industry that includes 24,000 distributors.

We have a national account experience, plus we are the perfect size to remain nimble, proactive, and creative.

We offer integrated, strategic promotional plans, and solutions from our turn-key fulfillment center in Charlotte, NC.

We are looking to add an energetic, self-motivated sales representative to our team. We have a great team in place to help you succeed! Check us out on [www.actionplusideas.com](http://www.actionplusideas.com).