
Jennifer Ott

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Career Focus

Motivated Professional with extensive sales and account management experience in the promotional products industry.

Summary of Skills

Business Unit Management
Account Management
Business/Relationship Development
Multi-Task Management
Creative Problem Solving
Financial Management
Detail-Oriented
Fortune 100 & 500 Client Experience

Professional Experience

Corporate Imaging Concepts, Northbrook, IL November 2018-March 2020

- Created and Managed a new sales team by recruiting industry experienced Account Managers
- Set objectives, coached and monitored performance for my team of Account Managers
- Worked with all departments with company to ensure a successful onboarding of new clients
- Design and implemented strategic business plans for major clients
- Provided sales, revenue and expenses reports and forecasts to management team
- Built strong, long-lasting customer relationships partnering with them and understanding their needs
- Worked with IT team to create, build and launch client webstores

NPN360 Wheeling, IL October 2015-November 2018

Director Promotional Products

- Oversee & Manage Promotional Products Division
- Grew business from \$1.75 MM to \$4MM at end of 2017
- Implemented new research and order entry system
- Manage department personnel including reviews, salaries and bonuses
- Manage largest Promotional Products account for the Company with sales of \$1.6MM
- Create and implement marketing plan to increase business across the business unit.
- Mentor and motivate department personnel to ensure company and client's goals are met and exceeded

Concord Marketing Solutions Glendale Heights, IL
April 2013 – October 2015

Account Manager

- Manage business in excess of \$1.5MM for two high volume salespeople
- Create and implement marketing plan to increase business with clients
- Manage and merchandise on-line stores
- Manage custom fulfillment projects from concept through mailing/shipping
- Work with supplier to source and present creative and innovative products to enhance client's marketing goals
- Provide ideas, pricing and presentations for client projects
- Manage all aspects of assigned accounts and internal personnel to ensure client's goals are met and exceeded
- Computer Skills: MS Office Suite, CRM, Sage & ESP Online,
- **Additional Responsibilities:** Company council liaison for purchasing group, Member of implementation and training team for new ERP software

Show Your Logo Oswego, IL
April 2012 – April 2013

Key Account Manager

- Work with other Account Managers to build client relationships with Fortune 100 & Fortune 500 companies
- Develop dedicated list of website customers into clients
- Quote large dollar requests received from the website
- Present creative concepts and innovative products to clients
- Manage projects for multiple clients,
- Oversee production of orders

Bluegrass Promotional Marketing Charlotte, NC
February 2004 – April 2012

Account Executive

- Developed new client and grew the account to \$1MM.in sales
- Acquired new client through relationship with contact that left large account and brought us with him as a preferred vendor
- Work with vendors to create custom products for client projects
- Create marketing collateral to generate sales
- Manage projects for multiple clients
- Negotiate pricing with vendors
- Oversee production of orders

MARC Promotions Indianapolis, IN

Account Executive/Sales

Monarch Marketing Group Chicago, IL

Account Executive/Sales

Education

1983

Drake University, Des Moines, IA, USA

Awards

2014 President's Award, PPACHicago
2008 Salesperson of the Year Award, Bluegrass
206-2008 Largest Single Order Award, Bluegrass
2008 Largest Percentage Increase in Sales
Circle of Honor Award, PPACHicago

Professional Affiliations

Promotional Professionals of Chicago (PPAC)
Promotional Products Association International (PPAI)

References

Available Upon Request