

Blue Dog Merch Outside Sales Position

We are looking for an individual who has current or previous experience as a Sales Rep in the promotional products industry. We have **existing house accounts** that we are wanting to assign to someone that can immediately begin interacting with the client base and work on their projects and orders. We will of course train you on our state-of-the-art ERP system and workflow, but are needing someone who is knowledgeable and experienced in the industry, suppliers, products, etc. We are a Facilis Partner and have our own in-house decorating, warehousing, and fulfillment center.

Main Objective: Increase sales revenue *primarily by winning new clients* and by effectively managing the account relationship and the product sales cycle to gain an increasing share of their business

General Duties & Responsibilities:

- Meet or exceed monthly and annual sales revenue goals (90% of plan minimum)
- Meet or exceed monthly an annual gross profit margin goals (90% of planned minimum)
- Maintain a pipeline of a minimum of 100 qualified prospects that meet our companies' specific criteria
- Prospecting- average 200+ prospecting dials and speak with 50+ decision makers per week
- Average 5+ face-to-face client meetings per week
- Average 6+ new clients per month
- Average sales of \$45,000+ per month in Year 1
- Maintain a minimum 80% Client Retention Rate
- CRM activities & notes must be 100% up to date
- CRM follow up commitments & activities must be 100% on time
- Have face to face meetings or speak with each client and prospect every 2 months
- Manage accounts and increase sales and gross profit by:
 - Building and maintaining positive relationships with clients
 - Proactively identifying opportunities for sales
 - Being the product and service expert
 - Presenting creative product and service solutions
 - Presenting cross-sell and up-sell ideas to clients
 - Introducing additional solutions and services
 - Dealing with objections and closing sales
 - Managing the order writing and client confirmation process
 - Following up with the client post-delivery
 - Providing best in class customer service
- Accountable for client satisfaction and for providing outstanding service
- Contribute to market strategy by monitoring new products and client projects

Qualifications:

- 3+ years of B2B sales experience

- 1+ year in a hunter/prospecting/New Business Development role
- History of earning over \$60,000 per year and meeting/exceeding goals
- Professional commitment to earn over \$100,000 per year and have no income limits
- Ability to effectively communicate, especially on the phone, and build and maintain relationships with clients at the executive level and the junior manager level
- Outstanding written and oral presentation and communication skills
- Ability to present creative solutions that address the clients' challenges
- Detail oriented with an eye for accuracy
- Ability to multi-task and work quickly while under pressure
- Excellent organizational skills, able to set priorities, be responsive to customer needs in a timely manner and meet critical deadlines
- Caring, ability and willingness to consistently go above and beyond to exceed client expectations
- Positive experience using a systematic and structured approach to selling that includes the use of CRM technology to manage your daily routine and be proactive
- Tech savvy with Microsoft Outlook, Word, Excel, PowerPoint, LinkedIn
- Ability to learn and embrace new technology
- Highly competitive, self-motivated, positive, enthusiastic attitude

We offer a full array of benefits including PTO, holidays, health/dental/vision/life insurance, 401K

Founded in 1998 and based out of Nashville, TN, Blue Dog Merch is an award-winning full service promotional products firm specializing in the creation and implementation of promotional strategies for our clients. We are a unique one stop shop that can manage the entire process from start to finish, including using our own production and warehouse facilities. We were recently awarded back-to-back Greatest Companies to Work for by PPB Magazine.

Check us out at www.bluedogmerch.com

Apply directly to jobs@bluedogmerch.com