

Company: The Swag Bag
Job Title: Multi Line Rep
Job Location: Remote
To apply, Send Info: tkempinger@theswagbag.net

Company Description

The Swag Bag is a fairly new business made up of members that have all been in the promo business over twenty years minimally, individually. The Swag Bag is the result of a few individuals having the experience, contacts and where withal to put together an organization that offer drinkware, containers and imports with associated partners located in the US and around the world.

Our portfolio of custom drinkware (souvenir cups, mugs, disposable cups, stadium cups, water bottles, medical mugs, coolers and thermo jugs) containers (buckets, boxes, barns) and imports (Apparel, Bags, Blankets, Towels and much more) are all custom designed and private labeled.

Our primary focus is building unique opportunities for distributors with "out of the box" options that fit into a portfolio that complements each opportunity.

In the short existence of The Swag Bag offerings we have made pretty big strides entrenching ourselves into the industry with great results.

As we expand it's time to join forces with MLR's to move to the next stages.

Role: Independent Multi-line Sales Rep

We are currently looking for several independent Multi-line Sales Reps dedicated to calling on promotional products distributors as well as attend trade show while participating in industry events. The MLR will act as a liaison between our company and its current and potential customers. They will be responsible for the sale of The Swag Bags products to prospective and assigned accounts in a designated territory.

Responsibilities:

- Discover, understand and be able to explain Products, features, Programs and advantages of products portfolio
- Identify potential customers through research and past experience and contacts
- Utilize CommonSKU for reporting
- Maintain regular communication with existing clients
- Meet with customers and potential customers in person
- Keep customers knowledgeable of specials, deals and promotions
- Work with internal teams to up sell products and service to include full programs
- Present proposals to clients and ask for the purchase order
- Stay in contact with customers to keep them up-to-date and informed with orders, projects and any activity

- Assist customers with day-to-day activity
- Attend national and table top trade shows
- Attend The Swag Bags sales meetings
- Organize and share a monthly schedule

Requirements:

- Minimum of 5 years of proven successful sales experience
- Experience and knowledge in the promotional products industry
- Must be able to travel territory and meet accounts regularly
- Follow up with customers to solicit orders
- Verified ability to organize time, multi-task and manage numerous projects
- Excellent written and oral skills
- Ability to be customer focused and adapt to different personality types
- Excellent communication and language skills

To be considered for working with The Swag Bag as a MLR please send credentials and resume to tkempinger@theswagbag.net.

We look forward to hearing from you!