

Business Development Representative

Work in the 30 Billion Dollar Promotional Products space with a Top 30 Supplier!

The Business Development Team calls on warm customers to increase sales and convert customers from our competitors. Customers are existing distributors in the promotional products industry. This is not a cold calling position.

Responsibilities

- Retention & Growth: Use your marketing and sales skills to call underperforming accounts to reinvigorate and positively improve sales to retain them in the division.
- Targeted Campaigns & Projects: Work on strategic initiatives to convert and grow customers using multiple channels including phone, email and Social Media.
- New Business Generation: Call on new potential customers using ASI data.
- Reiterate the value proposition of ordering from HUB.
- Increase touch points, activate customer's buying\succeed customer expectations through special. messaging, offers and value-ad opportunities.
- Daily Outbound Talk Time Minimum: 5 hours (External Customer Calls).
- Provide quotes and follow up on quotes.
- Present Value Add opportunities.
- Use the NetSuite Software platform to manage CRM.

Required Position Skills

- Excellent interpersonal skills
- Excellent oral communication skills
- Planning and organizing skills
- PowerPoint, Excel and Word
- Customer service appreciation and awareness
- High volume account management skills
- Proven success in meeting or exceeding sales quotas
- Experience servicing assigned territory accounts
- New business development skills required
- Experience with full sales cycle (prospect, qualify, negotiate, sell/up-sell, close, follow-up, maintain)

Qualifications

- Bachelor's degree preferred, with 3 to 5 years of experience or equivalent combination of education and work experience
- Sales and or marketing experience required
- Promotional industry wholesale or distributor product sales experience a plus
- Experience with Social Media and Email Marketing a plus

About Hub Pen Company:

Hub Pen Company has been in business for 60 years. We continue to grow with increased sales year over year and are looking to grow our family of employees. Hub is positioned in the top 30 supplier group and has won multiple awards and recognition.

Please send a copy of your resume and cover letter to employment@hubpen.com

Hub Pen Company is an Equal Opportunity Employer. We evaluate qualified applicants without regard to race, color, religious creed, national origin, sex, age, gender identity, disability, sexual orientation, military service, genetic information, and/or other status protected under law.