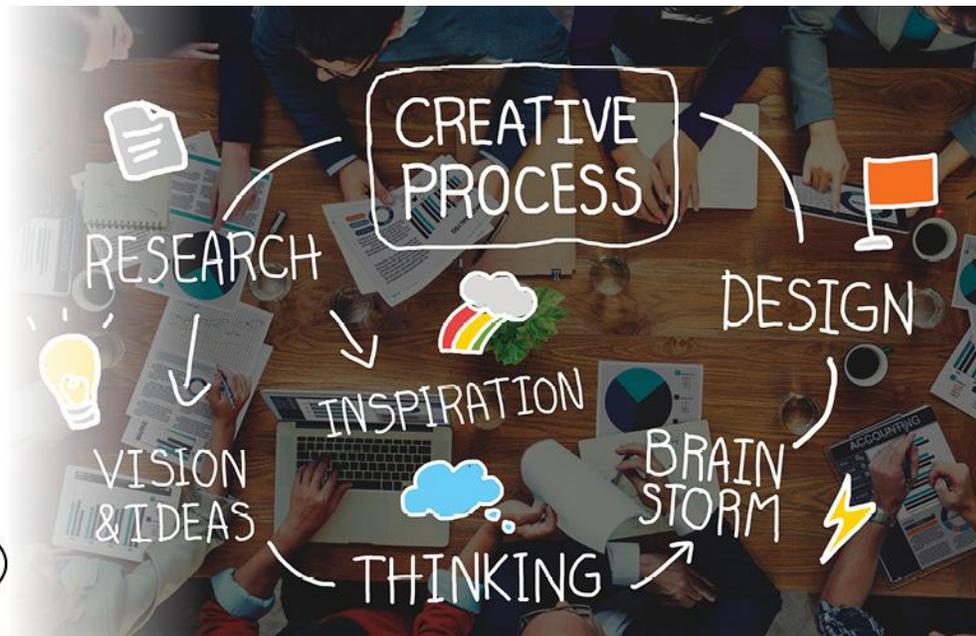


# Get to Know

Bjanka



**Bjanka Andov**  
Account Manager  
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**Q: What do you think are the best skills that you bring to your job?**

A: I am big on follow up & follow through, if it comes at me, I will make sure it gets done. I care about each of my customers, and make sure that they are taken care of from the beginning to end. Treating every customer as my #1 customer is important.

**Q: How long have you been working in your field?**

A: Almost 2 years in the promotional products industry, but in sales for just about 10 years now!

**Q: What is your biggest accomplishment?**

A: One of my biggest accomplishments so far has to be getting my Bachelor's degree while working full time and not even feeling like it was a struggle! Something that will also always make the top of my list is being a mommy and raising two little people to navigate through this world.

**Q: What is your favorite promotional product and why?**

A: A pen of course! I love how the pen takes it back to basics and that it's a timeless piece of promotional product.

**Q: What problems do you consistently solve for your clients?**

A: One of the biggest challenges I help my customers with are tight in-hands dates and getting orders last minute. Following the order every step of the way to ensure there are no delays is essential.

**Q: What is a typical day like for you?**

A: There's a little bit of everything...from working on pen projects and new exciting orders, to following up on virtuals and samples received. Getting to know my existing customers, discussing what's coming up next...what we can do to help them grow their business, and reaching out to new ones I just met at a show! It's fast paced and keeps me on my toes, and I love that.

**Q: What are you happiest doing, when you're not working?**

A: Spending time with my two little kiddos, soaking up all their energy and simple view on life. I also love just listening to music, cooking and sneaking in a Zumba class if I can. Guilty pleasure is shopping & chocolate!

**Q: What is your favorite food?**

A: Nothing tops my mom's homemade potato pita (Bosnian style pie). Baklava for my sweet tooth!

**Q: What is your favorite place you've ever visited?**

A: Adriatic Sea in Montenegro, so beautiful and relaxing. Being born and raised in former Yugoslavia makes me a bit biased here.

**Q: What is your favorite get pumped song?**

A: Absolutely anything and everything by Pitbull!

**Q: Favorite quote?**

A: "Kindness is a language which the deaf can hear and the blind can see" - Mark Twain