

Get to Know

Joe



Joe Owens

Sales Executive

Phone: (781) 535-5040

Email: jowens@hubpen.com



Q: What do you think are the best skills that you bring to your job?

A: Genuine concern for my customers' success. I also try to be resourceful and ask for help from the experts in other departments here at HUB.

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

A: 12 yrs. Total: HUB 7 yrs. and 5 years before that as a distributor

Q: What is your biggest accomplishment?

A: I seem to remember in 2013 (when we switched databases and before we worked out the bugs) walking orders through each department beginning with order entry all the way to production. I did the walking and they did the work. As far as life in general? When I was 10 years old I caught the same fish twice on back-to-back casts using the same lure. Threw it back both times. Some of the credit goes to the fish.

Q: What is your favorite promotional product and why?

A: It hasn't been invented yet—I'm still working on it.

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

A: I can't do anything without the entire HUB family helping me out. Some of the things we consistently solve are finding the pen to fit the art or adapting the art to fit the pen (graphics dept.), allocating stock (our inventory folks) and making sure orders are done correctly and ship on time (coordinating with order entry, production, and our customer service reps who do it all!).

Q: What is a typical day like for you?

A: Research pen types, get and give advice regarding art/imprint sizing, coordinate with graphics for virtual samples, provide quotes and shipping estimates, and send samples.

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

A: Fantasizing. I like to dream about catching the winning touchdown pass in the Super Bowl. I also like to practice Academy Award acceptance speeches in front of a mirror.

Q: What is your favorite food?

A: There's an excellent restaurant on the Moon that I like—great food but no atmosphere.

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

A: Ithaca, New York—the hills, Cayuga Lake, fishing, the Cornell and Ithaca campuses, the old photos and graffiti on the walls in the Chapter House (before it burned down and was rebuilt), Fall Creek gorge that cuts right through the Cornell campus, and most of all the atmosphere.

Q: What is your favorite get pumped song?

A: Mozart's "Rondo Alla Turca"