Junior Sales Associate Position

Overview:

Excellent opportunity for motivated individual to learn leading-edge sales and marketing techniques, while contributing to the growth of a highly successful promotional advertising company; junior sales associate will learn to manage the complete sales life cycle from research and identification of new opportunities, to building and managing a pipeline, resourcing and recommending promotional items, and closing the sale.

Major Responsibilities and Activities:

- Manage all sales activities (notes, follow-ups, emails, call logs)
- Identify, qualify and cultivate new sales opportunities through multiple mediums (email, phone, networking, LinkedIn and more)
- Develop and maintain prospect network, targeted lists and client database using CRM
- Learn product lines and manufacturers - develop ability to source promotional merchandise using available tools and applying pricing models
- Recommend solutions for client requirements within specified budget and production guidelines (the right products for the right reasons) using effective, compelling presentations
- Develop and foster lasting client relationships based on trust, loyalty and mutual respect
- Deliver exceptional customer service at all times
- Achieve aggressive weekly targets for qualified opportunities, daily activities, appointments and sales

Qualifications:

- Confident, assertive self-starter with ability to work independently
- Ability to learn and think quickly
- Well-organized with excellent time management skills and ability to multi-task
- Strong interpersonal skills – a “people person” who works well with others
- Highly developed verbal and written communication proficiency
- High level of attention to detail and accuracy
- Proficiency with Word, Excel and PowerPoint

Please email your resume to Rob Lieberman – rob@awadv.com