



## **Sales Manager**

We are looking for an experienced, driven, dynamic, and creative professional to take charge of building our Promotional and Incentive Division and help shape and develop it from the ground up. This is a unique opportunity to directly contribute to the company's success and play a significant role in shaping its future.

Our ideal candidate will have a strong sales background within the promotional and incentive industry and have a clear vision on how to grow our business. They'll be confident, have ideas and recommendations and would ideally be able to hit the ground running. You may be doing a similar role within the incentives industry but are looking for a change or a fresh work environment with fantastic culture. If you want a new challenge, autonomy, empowerment, a supportive team with uncapped earning potential then this is an opportunity not to be missed.

### **The Company:**

- Marketing Kitchen is a leading direct mail and fulfillment company.
- We operate a 'sister' company; a marketing and gift box company where we create exceptional client and employee appreciation gifts. We have developed a great reputation and are ready to take it to the next 'level'.
- We have a 40,000 square foot facility with fulfillment, warehousing and state-of-the-art equipment

### **Responsibilities:**

- Identify and pursue new business opportunities to expand our client base in the promotional and incentive industry.
- Serve as the main point of contact for clients, addressing inquiries, providing product information, and offering timely support.
- Collaborate with cross-functional teams to coordinate project delivery and ensure client satisfaction.

### **Requirements:**

- Proven track record in B2B sales within the promotional products and incentives industry.
- Creativity and innovation in developing unique and engaging campaigns.
- Confident cold calling and targeting prospects via email or pitching solutions to interested parties.
- Ability to work independently in a fast paced and entrepreneurial environment where multi-tasking is a must.

### **Benefits:**

- Dental, eye and extended health care benefits.
- We store and change your summer and winter tires.
- Company lunches, games, and team events.
- Base Salary plus uncapped commission and unlimited fun and creativity; we're a small, fun, friendly and highly motivated team that are geared for success.

If you are a results-oriented, forward-thinking individual who thrives in a challenging and rewarding environment, we would love to hear from you. Please note that this is chiefly an in-person position so you will need to be able to easily get to our office in Markham.

Please submit your resume, plus a cover letter detailing your relevant experience, and what you think you can bring to the table to [beth@marketingitchen.ca](mailto:beth@marketingitchen.ca)