Location: Mississuaga, ON – In Office Role

Job Summary:
We are seeking a Dynamic and results-driven In House Sales Representative to join our Sales Team. We are a Supplier of Branded Custom Promotional Products with Fortune 500 End Clients. The Sales Representative will be responsible for generating new business opportunities through Distributors, Promotional Companies and Ad Agencies to build strong relationships and closing deals to drive revenue growth. The ideal candidate should have experience and knowledge of the Promotional Products Industry and  proven track record of meeting and exceeding sales targets.

Responsibilities:

Generate Sales Leads first Across Ontario and then across Canada. Identify and prospect potential clients through various channels such as cold calling, networking events, social media, and referrals.

Build Client Relationships: Develop and maintain strong relationships with clients, understanding their needs, challenges, and goals to provide tailored marketing solutions.

Consultative Selling: Conduct thorough needs assessments and provide strategic recommendations to clients based on their marketing objectives and budget.

Negotiation and Closing: Lead negotiations with clients, overcome objections, and close deals to achieve sales targets and revenue goals.

Account Management: Serve as the primary point of contact for clients, ensuring excellent customer satisfaction, and managing ongoing communication and follow-up.

Collaboration: Work closely with internal teams including marketing strategists, creative designers, and project managers to deliver high-quality solutions that meet client expectations.

Market Research: Stay informed about industry trends, competitor activities, and emerging marketing technologies to identify new business opportunities and maintain a competitive edge.

Qualifications:

Proven track record of successful sales experience, preferably in a Promotional Products related company or related industry.
Understanding of marketing principles and digital marketing trends.
Excellent communication, negotiation, and presentation skills.
Ability to work independently and collaboratively in a fast-paced, deadline-driven environment.
Self-motivated with a passion for sales and achieving targets.

Willingness to travel for client meetings and industry events as needed.

Compensation: Base Salary + Commission.