



Strategic Sales & Account Manager – Branded Merchandise / Marketing Solutions

Full-time / Vaughan ON

Overview:

Are you a sales-driven professional who thrives on building meaningful, long-lasting client relationships? Do you excel in identifying opportunities, fostering trust, and delivering innovative solutions that drive measurable success? If so, this role is your opportunity to shine.

At Add Impact, we combine relationship building with a consultative sales approach to deliver impactful solutions that align with client goals. As leaders in branded merchandise, we pride ourselves on helping clients achieve success through tailored strategies and measurable results.

Key Responsibilities (clearly defined and results-focused):

- **Sales & Relationship Building:** Cultivate meaningful, long-term client relationships while identifying, prospecting, and pursuing new business opportunities. Actively engage with prospective and existing clients to understand their goals and challenges, using a consultative sales approach to foster trust and loyalty while achieving sales objectives.
- **Qualification & Solution Design:** Assess clients, develop opportunities through thoughtful qualifying conversations and open-ended questions to uncover challenges and goals. Design tailored, results-driven solutions that align with clients' objectives.
- **Project Management:** Oversee the client journey from initial engagement to final delivery, ensuring seamless communication and coordination with internal and external stock holders to exceed expectations.
- **Performance Tracking:** Leverage strategic sales planning to exceed revenue targets and deliver measurable success. Use CRM systems to monitor sales performance, manage client interactions, and identify opportunities for continuous improvement, ensuring accountability for results.

Qualifications:

- **Proven Sales Track Record:** Demonstrated success in achieving or exceeding revenue goals through strategic prospecting and client engagement.



- **Strategic Marketing Mindset:** Ability to design innovative, client-centered strategies that align with branding and marketing objectives.
- **Strong Communication & Organization:** Exceptional interpersonal skills for building trust and coordinating complex projects while managing multiple priorities.
- **Relevant Experience & Tools:** Minimum 2 years in a sales or client-facing role. Proficiency in MS Office (Word, Excel, PowerPoint, Outlook). Experience with CRM systems or industry platforms (ASI Smartbooks, Facilis Syncore) is an asset.

Why Add Impact?

- **Team-Oriented Culture:** Work with a collaborative and supportive team to deliver innovative client solutions. At Add Impact, we value creativity and foster an environment where ideas are shared and celebrated.
- **Career-Focused Training:** Benefit from targeted training programs designed to develop your skills and advance your career within the company, ensuring your professional growth aligns with your aspirations.
- **Career Impact:** Engage in meaningful work where your achievements are recognized and rewarded, and your expertise in creating client solutions contributes to both client success and company growth.
- **Benefits:** Dental care / Extended health care / Paid time off / Wellness program

Apply in Confidence:

If you are excited about working in a collaborative team environment, creating client-centered solutions, and leveraging your marketing and strategic thinking skills, we invite you to explore a career with Add Impact. Apply today by sending your resume to hr@add-impact.com. Together, we'll drive success and make an impact.