Account Manager – Promotional Products

We are seeking an experienced, results-driven **Account Manager** to join our team in the promotional products industry. This is a **100% commission-based opportunity** designed for an established sales professional who understands the industry and knows how to build and maintain strong client relationships.

The ideal candidate has previous experience in promotional products, corporate merchandise, branded apparel, or a related industry and is comfortable independently managing the full sales cycle.

What We Offer

- **Uncapped commission structure of up to 12%**
- Existing sales leads and opportunities provided
- Access to potential clients within some of **Canada's Top 10 promotional product distributors**
- Flexibility and independence in managing your accounts and sales pipeline
- Opportunity to develop and grow your own book of business
- Strong earning potential with no commission ceiling

Key Responsibilities

- Develop new business through existing leads, industry relationships, referrals, and prospecting
- Re-engage previous client relationships and identify new sales opportunities
- Build and maintain long-term relationships with distributors and corporate clients
- Manage the complete sales process from initial contact through quotation, order placement, and follow-up
- Identify opportunities to grow existing accounts
- Maintain regular communication with clients and provide a high level of service
- Work independently to achieve sales and revenue targets

Qualifications

- Previous **promotional products industry experience strongly preferred**

- Existing industry relationships and network considered a major asset
- Proven B2B sales or account management experience
- Strong relationship-building, communication, and negotiation skills
- Self-motivated and comfortable working in a commission-based environment
- Ability to independently manage leads, clients, and sales opportunities
- Valid driver's licence and **own transportation required**

Compensation

100% Commission-Based

Highly competitive, **uncapped commission structure of up to 12%**, providing significant earning potential for established sales professionals.

Existing sales leads will be provided, with additional earning opportunities available through developing new accounts and leveraging existing industry relationships.