

NBP a 43-year-old, large ASI distributor based in Warner Robins, GA. We are seeking a highly motivated and personable individual to join our team as a Promotional Product Sales Representative. This role involves cold calling, face-to-face meetings, driving, and territory sales to promote and sell our wide range of promotional products. The ideal candidate will be driven, sociable, and willing to work hard to meet sales targets and drive business growth.

## **Key Responsibilities:**

### **1. Prospecting and Cold Calling:**

- Identify potential clients and businesses within the designated territory.
- Conduct cold calls to introduce our promotional products and services to prospective customers.
- Develop and maintain a robust prospecting strategy to generate new leads and opportunities.

### **2. Face-to-Face Sales Meetings:**

- Schedule and conduct face-to-face meetings with potential clients to showcase our promotional products.
- Effectively present the features, benefits, and customization options of our products.
- Build rapport and relationships with clients to understand their specific needs and tailor offerings accordingly.

### **3. Territory Management:**

- Manage and expand an assigned sales territory, ensuring thorough coverage and exploration of potential leads.
- Create and execute strategic sales plans to achieve targets and drive revenue growth in the designated territory.

### **4. Drive and Travel:**

- Travel within the designated territory to meet clients and prospects, as well as attend sales meetings, trade shows, and industry events.
- Utilize personal vehicles for travel and adhere to safe driving practices.

### **5. Sales Grind and Goal Achievement:**

- Demonstrate a strong work ethic and willingness to put in the effort to meet and exceed sales targets.
- Maintain a proactive and persistent approach to sales, continuously seeking opportunities for business growth