



Account Management Team Representative

Description:

Blink Marketing, Nashville Business Journal "Best Places to Work", PPB Magazine "Greatest Companies to Work For", INC 5000 Fastest Growing Company and PPAMS Distributor of the Year, is now hiring! We are looking for an **Account Management Team Representative** with strong attention to detail and a desire to grow with a 19-year, reputable company based in Franklin, TN. Blink Marketing offers medical benefits and 401K options.

The Account Management Team Representative will work closely with our Manager of Account Management, Blink's top performing Senior Sales Representatives, and the Executive Vice President of Sales. This position will be responsible for the day-to-day client project management of a sales portfolio consisting of over \$7,500,000 in existing business. Working collaboratively with our Senior Sales Representatives and Account Management Team to grow our current book of business, managing client communication, quoting and placing new client orders, and researching new business opportunities plus any additional sales generating activities as directed by the EVP of Sales.

The position is a great way to learn the ins and outs of the promotional products industry and is a perfect foundation for growth within Blink Marketing.

Duties may include but are not limited to the following:

- Brainstorming products to fit within client's branded merchandise project.
- Providing formal quotes to clients.
- Building and placing sales orders.
- Reviewing and approving invoices.
- Day to day project management of each job to ensure on-time delivery.
- Using provided resources to proactively sell existing clients and grow sales numbers.
- Prospecting new corporate and university accounts for the purpose of selling promotional products.
- Researching and reviewing Request for Proposals
- Management of email marketing program and lead distribution

Requirements:

- Strong attention to detail and great follow-up practices
- "Hunter" mentality; excited about growing existing business
- Strong communication and customer service skills
- Positive, creative and energetic attitude!
- Advanced organizational skills / Ability to multi-task
- Fast starter ready to hit the ground running
- Proficient in Outlook, Excel, Word, and other standard computer programs
- Experience in the Adobe Creative Cloud suite of products is a plus

Blink Marketing, Inc offers:

- Friendly, casual and creative atmosphere
- Full medical benefits (Health, Dental, & Vision)
- 401K
- Advancement opportunities with a quick growing company and unlimited earning potential
- Industry expertise and guidance
- Competitive bonus structure

Job Type: Full-time

Salary: \$35,000 - \$60,000 + Bonus Opportunity