



## Inside Sales 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 **Inside Sales Rep** with a "hunter" mentality who is driven and ready to grow with an 20 year, reputable company based in Franklin, TN. Blink Marketing offers medical benefits and 401K options.

The Inside Sales Rep will work closely with our team of Marketing and Senior Marketing Representatives as well as the Directors of Business Development and Executive Vice President of Sales. This position will be responsible for the day-to-day client project management and growth of a sales portfolio consisting of \$300,000+ in existing business as well as bringing in and growing their own portfolio of new accounts.

The position is a great way to learn the ins and outs of the promotional products business and is a perfect springboard to move into a full-time Marketing Representative or Senior Marketing Representative position at 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 it on-time delivery.
- Using provided resources to proactively sell existing clients and grow sales numbers.
- Prospecting new accounts for the purpose of selling promotional products.

### Requirements:

- "Hunter" mentality; excited about growing existing business and prospecting for new business
- Strong communication & negotiation skills
- Positive, creative and energetic attitude!
- Strong attention to detail and good follow up practices
- Advanced organizational skills / Ability to multi-task
- Relationship building skills
- Fast starter ready to hit the ground running
- Proficient in Outlook, Excel, Word, and other standard computer programs
- Business-to-business sales experience, preferred

### 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, Entry-Level

Compensation package: Ranging from \$38,000 - \$60,000 based on sales