



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

As a Collegiate Marketing Rep, you will work closely with our Licensing & Contract Manager as well as the Executive Vice President of Sales. This position will be prospecting, qualifying, and contacting new prospects and clients in the higher education industry segment as well as managing and growing existing higher education accounts through the selling of brand merchandise.

This sales position is fast paced, fun and offers significant growth potential for the right individual.

Duties may include but are not limited to the following:

- Prospecting new college and university accounts for the purpose of selling promotional products
- Brainstorming products to fit within client's branded merchandise project.
- Scheduling virtual and in-person client meetings to grow the relationship
- Creating and executing marketing sales campaigns to target university buyers
- Providing formal quotes to clients.
- Building and placing sales orders.
- Using provided resources to proactively bring in new clients and grow sales numbers.

Requirements:

- "Hunter" mentality; excited about prospecting for and growing new business accounts
- Strong communication 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
- Promotional products industry experience strongly 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
- Flexible schedule with Work From Home opportunities
- Competitive bonus structure

Job Type: Full-time, Entry-Level

Compensation Package: Ranges from \$50,000 - \$125,000 based on annual sales numbers and bonus