

Established and profitable Arizona based company looking for an experienced Promotional Marketing Sales Professional. You will have full responsibility for acquiring, developing, and managing all online marketing accounts. You will be selling new concepts and services requiring an aggressive approach to building a funnel in a highly competitive market segment.

Salary and commissioned based position with no ceiling or caps to reward sales aggressiveness and performance. Must be willing to travel nationally with experience minimizing cost of sales using smart scheduling and account clustering of business meetings when possible.

**Responsibilities/Accountability:**

- Acquiring new brands, manufactures, and affiliate marketing partners.
- Selling online interactive and promotional services including rebate management
- Working with marketing related departments and justifying new business models
- Gaining acceptance of services across sales, marketing, and promotional management
- Selling customer experience related services and value of creating marketable database
- Preparing value based business proposals and closing contracts
- Analyze account performance, profitability, and business contribution from services
- Ability to capture and communicate business requirements to internal operational teams

**Skills & Experience Required:**

- 5+ years of experience in account management and closing contracts
- Experience using consultative sales approach across executive stakeholders
- Rolodex of prospect accounts and list of contacts
- Highly numerate and analytical
- Self-motivated with ability to work independently
- Strong communication, organizational and project implementation skills
- Ability to work with other highly talented individuals
- Proficient with Word, PowerPoint, and Excel
- Excellent command of professional writing
- Ability to work in a high-volume work environment
- Accurate and with eye for detail