

Jack Nadel International, a nationally renowned creative marketing, promotional products and merchandise solutions company (www.nadel.com) seeks new Branding Consultant to drive our Mid-West presence.

This person is responsible for prospecting and closing profitable branded promotional products sales. The candidate will receive ongoing best in industry training/education. The Branding Consultant serves as client's primary contact during the sales process while simultaneously working with internal support functions (special order, creative directors, account services, sales management, merchandising, etc.). We're looking for self-starters who are interested in building a career with an industry leader with over 60 years in business.

Core Job Responsibilities:

- Identify and cultivate new business opportunities through research, networking, social media, email, and cold calling.
- Develop and deliver sales action plans with key strategies, objectives and targets to increase revenue and aggressively acquire new accounts.
- Design and manufacture apparel lines, online company stores, award programs, incentive programs and premium gift ideas.
- Create target prospect lists based on industry, company size, number of employees and other metrics.
- Manage marketing resources in the development of proposals and presentations to prospects, including customer needs assessment, identification of required resources, management of customer expectations, and all subsequent follow-up necessary to close or expand existing business.

Skills

- Sales experience with prospecting and cold calling.
- Self-motivated and goal driven with a balanced focus on sales and customer satisfaction.
- Understands the start to finish campaign development process.
- Strong presentation and project management skills with comfort performing under tight deadlines.
- Conduct effective market research, creating effective ways to obtain new clients and expand existing client business by staying current with industry trends and market activities.
- Must be detailed, organized, and reliable with a positive and professional attitude.
- Proficiency with Microsoft Word, Excel and PowerPoint necessary.
- College Degree Preferred.
- Sales experience not required however is a plus

Benefits:

- Commission based compensation plus bonus for achieving defined sales targets
- Unlimited salary potential with no cap
- We offer Medical, Dental, and Vision Benefits
- Voluntary Long-Term & Short-Term Disability Insurance options
- 401(K) plan

If your qualifications meet the above criteria and you are interested in the job, please send a resume to bcresumes@nadel.com NO PHONE CALLS please

Jack Nadel International is an equal opportunity employer.