

National Sales Manager

Summary of Position:

As the National Sales Manager, you will report directly to the V.P of sales and be responsible for generating leads, developing new business and closing new accounts in a wide variety of industries. Industries include but are not limited to consumer electronics, packaged goods, pet products, automotive, consumer healthcare, pharmaceutical, wireless, household, sporting goods, natural products and health & fitness. This position requires the ability to travel throughout the U.S. with a primary focus on the western region. We are looking for a motivated sales-professional with a successful track record and one who understands the importance of building long-term customer relationships. The successful candidate will be extremely self-driven, tenacious and possess excellent communication and customer-relations skills. Compensation package includes base salary plus commission. This is the perfect position for the ambitious entrepreneurial-minded individual who wants the opportunity to create their own success and grow with a young company.

About Us:

Velocity Fulfillment is a professional promotion fulfillment solutions company specializing in managing consumer and trade promotions for leading manufacturers, retailers and service providers throughout the U.S. and Canada. Core promotion fulfillment services include: rebates, gift cards, prepaid cards, premiums, coupons, sales incentive programs and sweepstakes administration. The company has experienced steady growth over the past few years and thus is seeking a dynamic sales professional to continue to generate and develop new business.

Key Responsibilities:

- Expand customer base and pursue new markets
- Daily prospecting of new leads
- Present company value proposition to C-level decision makers
- Prepare presentations, quotes, proposals
- Secure service agreements
- Attend and network at a wide variety of industry trade shows
- Provide and review weekly sales report with VP Sales

Job Requirements:

- Great attitude and tenacity to succeed
- Strong networking and follow up skills
- Excellent interpersonal skills, focus, and commitment to helping clients succeed
- Strong presentation skills and time management skills
- Proven ability to generate, develop and close business to business sales
- Ability to travel at least 50% of the time
- Bachelors degree or equivalent work experience
- Ideal candidate will have a minimum 4 years B2B outside sales experience
- Proficient in all Microsoft Office Applications (MS Word, Excel, Powerpoint)

Location: This position is based at our corporate office in Tempe, Arizona

To apply for this position, please submit your resume and cover letter to sales@velocityfulfillment.com for consideration.