



Marketing Services Sales Executive

We are looking for an Entrepreneurial minded person to grow with us. This person will be responsible for making cold calls to set up appointments, meeting with prospective clients (businesses) to educate about our services, provide regular following up with active and prospective clients, and most importantly build relationships so you are their "Go To" person.

The Duties and responsibilities:

- Make sales calls; develop and increase business within the client company and develop opportunities for new business
- Develop creative ideas for clients' external marketing projects and internal employee incentive projects
- Work with vendors to ensure quality of products, get up to date information on the coolest, hottest trends, negotiate pricing, and ensure quality production and timely delivery of products
- Work within assigned budgets and tight deadlines
- Understand financial aspects of sales role, gross margins, sales reports, etc.
- Maintain profitability
- Increase Sales - consistently grow the business within assigned region
- Encourage overall client relations - exhibit high levels of customer service to ensure smooth operations and happy customers. Be accessible for your clients, show them your creativity, and bring them value every day.

Desired Experience:

- 3-5 yrs Account management experience - ad specialty (ASI), merchandise industry (PPAI), marketing background a plus
- Excellent Customer Service, Client Relationship Building.
- Proven track record of increasing sales through client development
- Prior experience with ad specialty industry preferred

Skills Required:

- Dynamic presenter, comfortable presenting to all levels
- Desire to make cold calls and gain new business
- Excellent project management skills and the ability to manage details and tight deadlines.
- Knowledge of branding, marketing, and promotional products.
- Desire to develop existing clients and grow new relationships.
- Strong negotiation skills
- Self directed, motivated, and driven to succeed.
- You should be 100% passionate about what you do and be entrepreneurial

Fazzari Marketing is a full service marketing agency that specializes in branded merchandise (custom branded office items, apparel, plush, etc.) and print collateral. We offer extensive experience in the creation of custom branded products that showcase your brand while building and reinforcing your relationship with future and existing clients. We provide exceptional customer service by promptly providing new ideas, providing regular project updates, and always delivering on time. We have strong relationships with our factories and suppliers which allow us to meet your budgetary and timeline goals.

Our Services Include:

- Graphic Design
- Sales Promotions (GWP, PWP, Loyalty Reward Programs, POS Material)
- Corporate Promotions (New Product Launch, Employee Recognition/Motivation)
- Branded Workwear (Uniforms, Trade Show Apparel)
- Online Company Stores
- Custom Packaging
- Product Design and Development
- Printing Services
- Marketing Plan Development
- Collateral Material (Logo Design, Brochures, etc.)
- Event Promotions
- Fulfillment Services

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