



National Sales Manager Job Description

At wet paint group, we specialize in delivering joy through remarkable gifting experiences, all while making a positive impact with our "Gifting for Good" programs. Our partnerships with unique boutique vendors allow us to offer distinctive, high-quality gifts that resonate with our clients and their recipients. As a woman-owned business, we pride ourselves on doing the right thing, being remarkable, and fostering a culture of openness, humble confidence, radical accountability, and a "Hell Yeah!" attitude.

Job Title: National Sales Manager

Reports to CVO/Founders

Department: Sales

Wage Range: Base salary of up to \$60,000, commensurate with experience

Benefits: Paid Time Off, Sick Time, Holiday Pay, Medical and Dental Insurance

Position Summary:

Are you a dynamic sales professional with a passion for hunting new business and driving revenue? We are looking for a National Sales Manager who thrives on prospecting and opening new accounts. This role is perfect for a go-getter who excels in solicitation, negotiation, and closing new business.

Key Responsibilities:

- Drive sales and revenue through proactive solicitation and negotiation with new clients.
- Leverage industry connections, trends, and customer-focused sales techniques to maximize revenue.
- Prospect and open new business opportunities, utilizing a strong B2B sales strategy.
- Effectively use technology such as LinkedIn Navigator and Salesforce to manage leads and track progress.
- Develop and maintain relationships with key industry partners.

Qualifications:

- Minimum of 3 years of demonstrated sales success.
- Experience in the branded merchandise or events space is highly desirable.
- Proven track record of prospecting and closing new business deals.
- Proficient in using sales tools like LinkedIn Navigator and Salesforce.
- Excellent written and verbal communication, negotiation, and presentation skills.

Additional Requirements:

- Must pass all required background checks
- Must be available to travel nationally and internationally, as needed.
- Must possess valid passport
- Must be able to work a flexible schedule which may include nights, weekends, and holidays.

Join us at wet paint group and be part of a team that values doing the right thing, being remarkable, and making a positive impact. If you are ready to take your sales career to the next level and contribute to our mission, we would love to hear from you.

Apply Now!