**Job Type: Full or Part Time - Promotional Products/Swag - Outside Sales Rep - 1099 Contractor - 100% Commission Based, Remote Work**

Mill & Crate is a premier branded merchandise company seeking self-motivated independent sales representatives to join our team. The perfect position for stay-at-home moms, college interns, or anyone looking to earn extra money. The objective of this position is to drive sales growth and expand market share. This role involves identifying networking opportunities, building and managing customer relationships, responding to customer inquiries as well as providing price estimates and mock ups, all while building your own book-of-business.

To excel as an independent sales representative, a strong commitment to meeting sales targets with minimal supervision is essential. Ultimately, a high-performing rep must showcase effective communication and negotiation skills while consistently delivering outstanding customer service.

### **Responsibilities:**

* Identify potential customers through networking, cold calling, emailing and other sales techniques.
* Arranging virtual and in-person meetings with potential and existing customers to present company products
* Persuade customers to purchase branded merchandise by highlighting product benefits and key features
* Build and maintain solid working relationships with both new and existing customers.
* Negotiate pricing with suppliers and vendors to encourage larger margins
* Create quotes, mock ups and presentations to customers
* Promptly submit purchase orders for processing
* Address customer concerns and resolve complaints
* Meet or exceed sales quotas

### **Job Requirements:**

* High School Diploma or equivalent
* Strong negotiation and creative skills
* Must possess superior verbal and written communication skills
* Must be deadline oriented, have the ability to multi-task, be highly organized and able to work independently
* Knowledge of the ASI industry is preferred but not required

**Compensation:**

* 100% Commission based on a sliding scale
* Pay on the 1st and 15th of every month\*

To apply, please submit your resume and a cover letter outlining your relevant experience and achievements to hello@millandcrate.com We look forward to reviewing your application. Mill & Crate is an equal opportunity employer.