

COMPANY DESCRIPTION

From its humble beginnings as a specialty sewing business operated from the family's basement, 5B's now occupies a 225,000 square foot facility that operates 20 hours a day. The facility has over 400 embroidery heads, 8 screen print presses and is continually growing. In addition to custom embroidery and screen print, 5B's offers a wide variety of services including digitizing, warehousing, special garment prepping, shipping and rush orders! 5B's prides itself on providing our customers with on time delivery, attention to detail, customer service and competitive pricing. We invite you to experience the 5B's difference, we are confident you will "bee" pleased!

SALES REPRESENTATIVE

The sales representative (or sales rep) is responsible for overseeing the sale of products or services from beginning to end. This individual is the direct point of contact with a customer and in charge of ensuring a customer's needs and expectations are met. A sales representative should know their product or service inside and out and guide their customers through the purchase process efficiently and satisfactorily.

JOB DUTIES AND RESPONSIBILITIES

- Acquires new customers by reaching out to leads
- Researches customer's individual or business purchase needs
- Serves existing customers by optimizing current purchase plan
- Adjusts sales tactics based on tests and new insights in the field
- Resolves customer complaints and queries
- Submits purchase orders
- Informs management of purchase actions
- Maintains monthly or bi-monthly minimum goals
- Completes market research and monitors competitor activity
- Makes recommendations for the customer
- Maintains documentation of customer contact and account updates

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

BENEFITS

- Weekly pay
- Medical offered after 90 days
- 3 unpaid personal days after 90 days
- 5 paid vacation days (after qualifying hours worked)
- Holiday pay (after qualifying hours worked)
- 30% discount in retail store
- Temperature controlled facility, air conditioning!