



Position: INSIDE SALES PRODUCT SPECIALIST

Location: Olathe, KS, USA

Reporting to: Michele Newman

COMPANY OVERVIEW

Regal Art & Gift, Inc. is a dynamic wholesale distribution company in the gift, home and garden décor industries. Exclusive product designs and a professional sales and marketing strategy have helped the company grow dramatically over the past 31 years to become a leader in the industry ranking in the top 5-10 companies in its product categories. The corporate headquarters are in Concord, CA, with a satellite Inside Sales office in the Regal Distribution Center in Olathe, KS.

JOB OVERVIEW - Manage and sell to existing accounts and prospect new accounts over the telephone. These are business to business relationships, helping the retailers choose and stock product for their stores so they can turn inventory and make profits. This is a full time hourly non-exempt position. Regular office hours are Mon. - Fri. 7:00AM – 4:00PM.

Service Existing Accounts

Regal Art & Gift has a large database of customers that are divided up into different geographical territories. The Inside Sales Product Specialists (ISPS) are responsible for contacting customers in their assigned territories by telephone and email, proactively cultivating and maintaining a long-term business relationship. The ISPS must be skilled in presenting the product line, overcoming objections and closing phone sales while developing a personal rapport with the owner/manager/buyer.

Develop and Expand Customer Base

Follow up with leads from gift shows, referrals, the internet and trade publications. The goal is to increase the sales volume of their territory by increasing existing customers' revenues and adding new customers.

Attend Trade Shows

Regal Art & Gift displays its entire line of gift items at various trade shows. The ISPS may be asked to work at some of these shows for training and developing rapport with the customers.

Database and Account Management

The ISPS will be required to enter orders and account information into the computer. The ability to organize and schedule follow-up calls and e-mails to customers, and keep accurate, detailed records of all interactions is a major part of account management.

Qualifications

Minimum of 2 years of sales experience with a positive, friendly and outgoing personality, good phone voice and strong communication skills is required. Candidate must love talking to people over phone and understand the entire sales process. ISPS must be organized, detail-oriented and dependable. We want motivated achievers who are also team players who can work independently and cooperate nicely with others. They must be PC literate in MS Word, with good typing skills.

Company Culture

We offer a friendly, personal work environment. We are a financially stable, 30+-year old company, which is also growing and thus offers an opportunity for advancement for ambitious employees.

Salary and Benefits

Competitive salary and bonuses with yearly increases based on performance. Commission and Bonuses are paid monthly for meeting and exceeding sales goals and meeting call goals. Benefits begin after 30 days and include: 15 days PTO accrued during the first year, 20 days after 5 years and 7 major paid holidays. 401(k) with company matching. Medical, dental, vision, life and disability insurance offered.