

## **Outside Sales (Southern CA Region)**

**Remote Status:** Remote

**\*Applicants must reside in the Chicago area\***

### **COMPANY:**

Atlantic Coast Cotton, LLC (ACC) [orderacc.com](http://orderacc.com), a JAL Equity portfolio business, seeks an Inside Sales Representative. Located in Gainesville, VA, ACC is a premier distributor of imprintable clothing, sportswear, and accessories. Renowned for its comprehensive range of high-quality apparel and swift turnaround times, ACC is dedicated to helping embroiders, screen printers, promotional product distributors, and other embellishers grow their businesses through on-demand stock and leading support and service. ACC stocks high-quality garments in an assortment of silhouettes and fabrics, ready for same-day shipping, and is committed to providing fast, friendly, and efficient service with the lowest error rate in the business. ACC will help support our e-commerce and apparel sales by providing garments for customization on-demand.

### **JOB SUMMARY**

The position requires heavy outbound calling responsibilities as well as handling inbound calls. The customer interfacing will result in the incumbent or applicant being responsible for resolving requests for quotations, lead times, order placement, expediting, changes in quotes, writing orders, and communicating pertinent information to all necessary parties.

\$40,000.00 to \$50,000.00 plus targeted commission

### **ROLES AND RESPONSIBILITIES**

- Reach or exceed monthly, quarterly, annual sales budgets.
- Generates revenue by soliciting and obtaining orders.

- Identifying new sales opportunities.
- Develops sales opportunities by researching and identifying potential accounts, soliciting new accounts, building rapport, providing technical information and explanations, preparing quotations, and keeping Salesforce.com up to date.
- Fills orders by transferring orders to fulfillment, communicating expected delivery date, and explaining stock-outs.
- Develops accounts by checking customer's buying history, suggesting related and new items, and explaining technical features.
- Maintain and expand the database of prospect in Salesforce.com.
- Maintains and improves quality results by following standards and recommending improved policies and procedures.
- Updates job knowledge by studying new product descriptions and participating in educational opportunities.
- Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests.
- Explores opportunities to add value to job accomplishments.
- Other duties as assigned

## **BASIC QUALIFICATIONS**

- Experience using CRM tool is a plus (Salesforce.com)

## **Preferred Skills**

- Proven self-starter with the drive and initiative to develop new business
- Comfortable/effective at making sales cold calls
- Positive, outgoing, professional personal presentation
- Able to cultivate relationships, establish rapport and develop credibility with customers and co-workers.
- Possess exceptional verbal and written communication skills

- Ability to communicate effectively with a large and diverse client base.
- Proficient level computer skills including MS Word, PowerPoint, Excel, and Outlook

#### **PHYSICAL REQUIREMENTS**

- Experience prolonged sitting and to regularly stand, walk, carry, climb, reach and lift up to 25 pounds.
- Requires of color vision.

**Our Company offers a competitive salary and comprehensive benefits package including but not limited to medical, dental, vision, life insurance, short & long-term disability, 401k, PTO, and Company-paid holidays.**

**We're an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.**