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ACCOUNT MANAGER – PROMOTIONAL MARKETING

**Are you a hunter?
Are you a great relationship builder?
Are you confident to talk to people?**

Please read on only if you answer “YES” to all three questions.

- Great career opportunity in unique and exciting promotional marketing industry

JPS Marketing Ltd is New Zealand's most awarded promotional product supplier. Since 1990, we have been sourcing products from New Zealand and abroad to deliver customers a result that meets their needs at a competitive price. We are now looking to add an Account Manager to our North Shore based team.

In this corporate sales role you will sell an exciting range of promotional marketing merchandise and services to leading national and international businesses.

To be successful in this role you will need to possess a fun attitude, be trustworthy, and have strong interpersonal skills. As well as good knowledge and understanding of computer packages. In a perfect world you will have sold promotional merchandise or print, but it is not essential.

Key responsibilities and objectives of this role are to:

- Managing new business leads/enquiries
- Developing new business
- Preparing proposals
- Regular follow-up with clients
- Developing and maintaining client relationships
- Converting enquiries and proposals into closed sales

If you are successful in this exciting role you will be well rewarded with a competitive package negotiable on experience.

This position would suit candidates with a keen interest learning the Promotional Marketing industry, with a view to challenge themselves and be driven by success.

Our intention is to commence this position early November 2009 however we would consider applicants looking to start in the New Year also.

Please include responses to the following questions with your CV.

1. Briefly explain your interpretation of promotional marketing.
2. Please include a brief explanation of how you would use a promotional merchandise item to support a product launch.