



Collegiate Inside Sales Manager

Image One is a fast-growing apparel company in Little Rock, Arkansas. We are looking for a dynamic and organized person to fill a valuable role in our company.

There are two main functions of this role. The first is managing the outside sales reps in your designated territory. These reps sell to retailers in their region of the country and have specific schools in which they focus. This outside sales force is a key component to driving our collegiate business forward and is a strategic focus of Image One. The second is to manage and grow the accounts that do not have reps. You will be engaging with customers on a daily basis and assisting them with any needs they may have as well as giving them sales opportunities and ideas.

Tasks Include:

- Helping your reps sell more- the most important task in this role is growing the business
- Extensive knowledge of the Image One Collegiate Catalog designs, garments, and pricing
- Managing sales orders from the outside sales reps
- Communicating any issues with the orders they place including inventory shortages, production and ship dates, returns, etc.
- Giving them feedback on popular designs, garments, as well as trend forecasting for the market
- Organizing seasonal samples for the reps to ensure they have garments to present to customers
- Analyzing sales for reps, schools, and regions of the country and presenting findings to team leaders.
- Making evaluations on rep performance and school sales
- Planning annual sales training for the reps in Little Rock

We Expect You To Be:

- Self-Starter- always be thinking about information that could help the reps and how to best communicate with them without constant prompting
- Organized- keeping your reps needs and information straight is vital
- Outgoing People Person- you will be on the phone with these reps and customers daily. You should like them and they should like you
- Interest in college sports and/or fashion is a plus- having an interest in what we sell and the events it is for will help make this job easier and more fun

Salary: \$30,000/year + commission

Benefits: Image One pays for half of our employee's healthcare coverage. We also offer dental & vision. We have generous PTO & a 401k match.