

TOMY International, Inc.

POSITION DESCRIPTION

JOB TITLE: Inside Sales Representative
EFFECTIVE DATE: May 2019
DEPARTMENT: Inside Sales
REPORTS TO: Director of Sales

OVERALL SUMMARY: This position is responsible for generating sales for all TOMY brands from existing customers and soliciting new customers via telemarketing, as well as generating orders with existing and new customers at trade shows and events. A passion for toys and infant/toddler products, a plus.

EDUCATION:

- Associates degree in Business Administration/Marketing; or equivalent work experience, preferred

SKILLS AND KNOWLEDGE:

- Excellent communications skills (verbal and written)
- Organizational skills
- Time-Management
- Microsoft Excel and PowerPoint, a plus

PRIMARY RESPONSIBILITIES:

- Responsible for calling on distributors, internet, catalog, department store, grocery, juvenile, gift and any other independent retail operations that become the focus of corporate attention.
- Actively seek out sales through outbound calls
- Expected to complete a specified quantity of outbound calls per week
- Prospect for accounts, utilize company-generated leads, and manage existing customers
- Seek out new customers through cold calling and networking
- Develop and implement effective sales strategies
- Manage a geographical territory, with an assigned sales budget.
- Build and maintain strong, long-lasting customer relationships
- Travel on an as-needed basis for customers, line reviews, and trade shows/events

We offer a highly competitive salary and excellent benefit package.
If interested and qualified, send cover letter and resume to hr@tomy.com.

DISCLAIMER: The preceding job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as comprehensive inventory of all duties, responsibilities and qualifications of employees assigned to this classification.