



OUR SERVICE IS OUR **ONLY** CONTRACT

## Apparel Sales Representative

WM Apparel is a division of WM Uniform. WM Uniform is family owned and operated and provides custom embroidered and screen-printed corporate apparel in addition to its industrial uniform rental and laundry service. We are seeking a full time Apparel Sales Representative for our Apparel Division. The right candidate will have 2-5 years of business-to-business sales experience in a targeted region. The position is based out of our corporate office in Holland, MI. The primary responsibility of this role is to acquire new business and maintain relationships with current customers. The Apparel Sales Rep will also be focused on managing online store options for customers, submitting orders, and following up with great customer service.

The successful candidate will have the ability to achieve \$1M in annual sales through his/her proven skills in cold calling, prospecting, qualifying and closing business in a variety of industries. They will be very proficient in a sales contact management system and have excellent interpersonal skills.

### **Responsibilities Include:**

- Present and sell customized logo apparel to new and existing customers
- Prospect and contact potential customers and maintain relationships with current customers
- Communicate professionally with appropriate frequency; be especially responsive to customer inquiries and resolve any concerns
- Increase utilization of online stores

### **Qualifications Include:**

- 2-5 years of experience in an outside sales role
- Proficient with CRM platforms
- Excellent communication skills
- Self-motivated
- Ability to multi-task

WM Uniform also offers a benefits package that includes medical, dental, vision, Rx, short term disability and life insurance options as well as a 401k with company match.

Interested parties should submit a resume with cover letter to Human Resources Director, Erin Wisser.  
ewisser@wmuniform.com

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