



Amusement Industry Sales Representative

Company Information

Headquartered in Lenexa, Redemption Plus is North America's premier source for redemption toys and incentive merchandise. The company makes it easy for Family Entertainment Centers and Educational Learning Centers to deliver a positive customer experience with redemption prizes, novelty plush, crane & merchandiser kits, and party goods. As a wholesale toy importer and distributor with 15 years of trusted industry expertise, Redemption Plus provides management consulting to help customers attract and entertain guests while maximizing profitability. For more information on Redemption Plus, please visit www.redemptionplus.com or call 888.564.7587.

Job Summary

This position requires a blend of skills and experience in selling plush toys, novelties and hard good lines to amusement parks, zoos, aquariums, and amusement retail establishments. Must be able to increase new business sales as well as maintain relationships with appropriate existing customers. The successful candidate will have proven skills in strategic and tactical sales, in accordance with agreed business plans.

Job Duties and Responsibilities

Business Development (90%)

- Develop a business plan and sales strategy for the market that ensures attainment of sales goals and profitability.
- Initiate and coordinate the development of action plans to penetrate new markets and grow the client base.
- Develop a system to track areas of success and opportunities for improvement.
- Working with Account Managers, provide support in the development and delivery of business proposals to new and existing customers.
- Create and present proposals to potential major new clients and current key accounts.
- Represent Redemption Plus at trade association meetings and coordinate the appropriate follow-up to business opportunities (either directly or working with the Account Managers).

Account Management (10%)

- Make regular contact with key accounts to ensure satisfaction with products/services and to explore new business opportunities.
- Working with Account Managers, routinely review customer sales history and identify action items necessary to respond to any issues or trends.
- As necessary, support Account Managers in responding to serious customer concerns (lack of inventory, product quality, etc.) or concerns on the part of Redemption Plus (late invoice payments from customers, etc.).

Education & Experience

- Level of education and/or certifications (High School diploma required; Bachelor's Degree preferred)
- Amount of travel (TBD)
- Proficient in Word, Excel, PowerPoint
- Proven success in achieving sales quotas
- Maintain professional internal and external relationships that meet company core values.
- Experience (5 years sales/leadership experience in the amusement industry)
- Having amusement operations experience and industry contacts a plus.
- Critical core competencies necessary for the job
 - Relationship Building - Easily establishes and maintains relationships
 - Drive - Strong desire to achieve goals, loves to compete and win
 - Confidence - Unfazed by rejection
 - Persuasion, Articulate - builds a good case, taking customers needs into account
 - Organization, Discipline - tracks opportunities and contacts; follows up; juggles multiple tasks; conscientious
- They must currently be employed and be able to show a proven track record of successful amusement business sales both historically and recently.

Compensation Plan

The compensation plan will include a base salary (commensurate with experience), commission, and a benefits package. Laptop will be supplied. Travel expenses based on budget.