

About the job

Most companies claim to have the best people. We say to them, "Keep dreaming." Our people are second to none. They set us apart with their entrepreneurial spirit and ambition. They come to us from the likes of Amazon, Microsoft, Nordstrom, Starbucks and the sports world, bringing energy, bold ideas and a willingness to dive into the unfamiliar. It's our people that make BDA the top global Merchandise Agency to work for.

This position will be based out of Indianapolis, IN, Troy, MI, Atlanta, GA, Dallas, TX or Woodinville, WA, but other locations may be considered for the right candidate.

Employees that reside within 50 miles of a BDA office will be required to follow a hybrid work schedule, with 3 days in the office / 2 days working from home. Employees located more than 50 miles from a BDA office will work remote.

About Bda

BDA brings the world's biggest brands to life through promotional merchandise. Fortune 500 companies and major sports leagues and teams come to us looking to connect with their consumers on an emotional level. We create three-dimensional advertising that people invite into their homes, offices, cars and classrooms. We let people see, touch, feel, own and interact with a brand in a way no other marketing permits. It's what we like to call the Power of Merchandise.

We give our team members the creative freedom and foster the entrepreneurial spirit necessary to champion our clients' branding goals utilizing cutting edge ideas. Our people are our No. 1 asset, and we remain committed to making our company a great place to work for our team and family.

We take great pride in our company culture—one that inspires teamwork, fun and excellence across our organization. We're energetic people who love what we do—churning out more than 50 million units each year for the world's most admired brands in a fun, fast paced environment that rewards high achievement.

BDA wants energetic, entrepreneurial self-starters hungry to grow and nurture our clients' brands. As a relationship and merchandise expert, you have a proven track record of meeting sales targets and developing cutting-edge ideas that drive healthy, sustainable growth.

Experience Requirements

- 5+ years of positive Account Management or Business Development experience
- Experience working in a sales or marketing capacity for a professional sports team, in any league, is a plus
- Proven track record of increasing sales and business opportunities through client development
- Strong interpersonal skills
- Ability to deliver client presentations
- Ability to work with assigned budgets and forecasts

Job Skills & Traits

- Energetic self-starter
- Hungry to grow and nurture our clients
- Always in learning mode and coachable
- Team player
- Accountability, Urgency, Passion

Duties and Tasks

- Manage contact and opportunity database
- Build and develop and nurture relationships with current clients, opening up organic opportunities within portfolio

- Assist in developing proactive strategy, presentation and pitches for Client and large opportunities
- Ability to execute Strategic Account Plans
- Deliver results by achieving short and long-term sales and profitability goals
- Ensure ease of process and high levels of professionalism when interacting with internal partners
- Ensure ease of process, establishing trusted service, managing projects from ideation to completion
- Understand the BDA business units and processes for each to evaluate appropriate business opportunities
- Understanding our client's financial needs from revenue, costs to margin
- Responsible for tracking and measuring success of business efforts
- Monitor competitive products and marketing activities

We are pleased to share the base salary range for this position is \$75k to \$90k. If you are hired at BDA, your compensation will be determined based on factors that may include geographic location, skills, education, and experience. In addition to these factors, we believe in the importance of pay equity and consider internal equity of our current team members as a part of any offer. In the spirit of pay transparency, the range listed is the full base salary range for the role and hiring at the top of the range would not be typical, in order to allow for future salary growth. The range listed is just one component of BDA's total compensation and rewards programs, which includes: robust PTO; vacation, a paid volunteer day, holidays and summer Fridays, Benefits; medical, dental, vision, life, and AD&D insurance, 401k; tuition reimbursement, mental health and financial wellness programs and professional development opportunities including tuition reimbursement. Certain revenue-generating positions may be eligible for incentive compensation.

BDA is more than a workplace - it's a family. For more than four decades we've promoted a vibrant and welcoming culture that not only accepts but demands you to be different. The quirky, the bold, the creative and the unique make up the foundation of a company that the most iconic brands in the world look to help tell their story through the power of merchandise.

Connect With Us! Not ready to apply? [Connect with us](#) for general consideration.

For more information:

www.bdainc.com

For information about BDA's privacy policy for job applicants click [here](#).

Must be 18 years or older to apply.