**Corporate Gifts Generalist**

**Location: Pine Brook, NJ (On-site)  
Job Type: Full-time | Monday to Friday**

**At Leuchtturm Gruppe USA, we believe exceptional products speak volumes — and that the right gift leaves a lasting impression. As the Corporate Gifts Manager, you’ll help bring premium branded stationery and lifestyle products to businesses, teams, and events across the country. You’ll be the link between client vision and beautifully executed results.**

**This is a unique opportunity to grow within a company rooted in craftsmanship, precision, and timeless design. Our brands include LEUCHTTURM1917, known for iconic notebooks and planners, as well as Semikolon, Stilform, and others.**

**The ideal hands-on candidate will thrive in a fast-paced environment, be highly organized, and enjoy guiding customers through thoughtful gifting solutions. This is a full-time, on-site position with significant growth potential.**

**Key Responsibilities**

**Sales & Business Development**

- **Drive U.S. market expansion** by identifying and engaging distributors, agencies, and corporate clients in the promotional products industry.  
- **Develop and execute sales strategies** to increase brand presence and revenue.  
- **Leverage existing industry relationships** to accelerate sales growth.  
- **Oversee internal and external production** to provide clients with innovative and relevant solutions.  
- **Manage and respond to client inquiries**, ensuring seamless communication from product selection to order fulfillment.  
- **Must be hands-on.**  
- **Proactively generate new business** through cold-calling, networking, and in-person meetings.

**Product & Market Expertise**

- **Must be well-versed in promotional products, materials, and customization options** to provide tailored recommendations to clients.  
- **Understand pricing structures, MOQ requirements, and customization capabilities** to optimize product offerings for U.S. customers.  
- **Analyze market trends and competitor strategies** to refine sales approaches and enhance product positioning.  
- **Work closely with internal teams** to resolve challenges related to sourcing, quality control, and order fulfillment.

- **Independently manage sales pipelines**, supply chain operations, and client projects without constant supervision.  
- **Troubleshoot and resolve client concerns**, ensuring high levels of satisfaction and retention.

**What We’re Looking For**

✅ **Experience in the promotional products industry or branded merchandise industry preferred** with a strong understanding of product knowledge, customization, and market trends.  
✅ **Strong existing network within the U.S. promo industry** (distributors, suppliers, corporate clients).  
✅ **Knowledge of ASI, PPAI, and SAGE platforms.**  
**✅ Excellent problem-solving and leadership skills, with the ability to work independently.**  
**✅ Proficiency in CRM systems for sales funnel and pipeline management.**

* **Competitive salary**
* **401(k) with company match**
* **Health, dental, and vision insurance**
* **On-the-job training and professional development opportunities**
* **Opportunity to work with premium international brands in a fast-growing division**

**Additional Information**

* **Work Location: Pine Brook, NJ**
* **Work Hours: 8-hour shifts, Monday to Friday**
* **Remote Work: This is an on-site position. Reliable commute or relocation required.**
* **Willingness to travel**: 25% (Required) and willingness to attend trade shows and embossing events