

Field Sales Representative, Europe

Sockrates Custom | Custom Branded Socks

Sockrates Custom is a leading supplier of custom branded socks in the promotional products industry. We produce in Italy, delivering high quality products with blazing fast turnarounds and a supplier experience distributors actually enjoy working with. We're growing our presence across Europe and looking for an experienced field sales rep to build and manage relationships with distributors across the region, including Germany, the UK, and surrounding markets.

About the Role

This is a field-based, home-office role. You'll be the face of Sockrates for promotional products distributors in your territory. You'll develop new distributor relationships, grow existing accounts, and represent our full custom sock program: Italian production, private label, retail and gift programs, and our direct mail sock and postcard campaigns.

What You'll Do

- Build and manage a book of distributor accounts across your territory in Europe (Germany, the UK, and surrounding markets)
- Identify and prospect new distributor relationships within the promotional products space
- Present Sockrates' product lines, pricing, and production capabilities to distributors and their end clients
- Manage the full sales cycle: outreach, quoting, sample coordination, and closing
- Represent Sockrates at industry trade shows and PSI events
- Work closely with our US-based production and account teams to ensure smooth order handoff and fulfillment

What We're Looking For

- Established experience selling into the promotional products industry (PSI, ASI, PPAI, or similar network experience strongly preferred)
- Existing relationships with distributors in Europe, ideally in Germany, the UK, or nearby markets
- Comfortable working independently in a home-based, field sales capacity
- Fluent English required; German fluency a strong plus
- Self-starter who can build a territory from the ground up

Compensation

The structure is flexible and open to discussion based on experience and existing book of business. Salary, commission, or hybrid models will be considered for the right candidate.

About Sockrates

Sockrates Custom is a supplier of custom branded socks in the promotional products industry. We produce in Italy, using mercerized cotton and a fast 7-day turnaround, delivering high quality products to distributors and their clients across events, retail, gift, resort, and corporate programs.

****To apply:****

Please reach out to jobs@socktologist.com with a copy of your resume to learn more.