

## Sales Representative – Retail Division

### Department: Sales

The Look Company specializes in providing event and location branding solutions for sport, retail and commercial customers globally, is looking to hire a Sales Representative to represent our Retail Division in North America.

Regular Business Hours - Mon-Fri (8:30am-5pm)

**Company Website:** <https://thelookcompany.com/>

### Responsibilities

- Establishes new accounts, services existing accounts and obtains orders by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors
- Focuses sales efforts by studying existing and potential volume of dealers
- Submits orders by referring to price lists and product literature
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Contributes to team effort by accomplishing related results as needed

### Candidate Must have following qualifications:

- 5 years of Sales experience, preferably in the retail display and branding industry
- Able to work independently and be self-directed, while functioning as a team member and contributing to company goals
- College Diploma in Business, Marketing or related field
- Prospect for new accounts, source leads, cold call, and research to generate sales
- Consistently attain and/or surpass sales targets and hitting revenue targets
- Develop and maintain strong business relationships with clients to build business opportunities
- Provide professional customer service in ensuring superior client satisfaction at all times

The **LOOK** Company

**1.866.979.8326 | [thelookcompany.com](https://thelookcompany.com)**

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*We believe a diverse workforce makes a difference. We are an Equal Opportunity Employer. We appreciate the interest of all applicants, however, only those selected for an interview will be contacted.*

If you are interested to learn more or in applying for this position, please apply through our website at: <https://experience.thelookcompany.com/careers> or email [lgreb@thelookcompany.com](mailto:lgreb@thelookcompany.com)