

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

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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 hlaforest@thelookcompany.com