

JOB OPPORTUNITY

Vice President of Sales

Location:	Santa Ana, California
Base Pay:	\$65,000-75,000.00
Employee Type:	Full-Time Employee
Industry:	Retail Merchandising
Job Type:	Marketing - General Business
Required Travel:	Negligible
Relocation Covered:	No

Description

The Vice President of Marketing will work under the leadership of the Chief Executive Officer and will be a member of the leadership team. They will need to maintain the quality control and supervise the marketing employees. Responsibilities include:

- Development of the company product line.
- Develop a business to business contract
- Work with chief officers in the sales components of the business plan.
- Oversees the development of all company sales and promotional literature
- Supervise a team of sales associates through the monitoring and evaluation their work performance
- Train the company employees in how to conduct a sale to live customers.
- Develop the procedure and order forms for all sales done in the company.
- Supervise the development of email sales campaigns through constant contact or mail chimp.
- Develop sales promotions for each trade show the company participates
- Track company sales and product monthly sales reports
- Maintain a current inventory of products and reordering through wholesale marketplace.
- Establish a product numbering system for all company products
- Track sales commissions of all sales people
- Develop a follow-up invoicing and thank you procedure for all sales to customers
- Assign regional responsibilities to your sales associates
- Hold bi-weekly sales meetings with your sales team
- Create a business sales contract with assistance of the CFO

Real World Requirements

Marketing background in promotions, advertising or sales. Experience as a senior marketing officer - either currently at a VP position or at the threshold for this position. Ideally: a well respected candidate from that is able build relationships and work as a team. Thrives in a multi-cultural environment with a staff from diverse backgrounds.

This full time position will carry with it company medical, dental and vision benefits

For consideration, apply with your resume, cover letter and job application to Mr. Alan Gersten by the closing date.

Application Information

Contact: Alan Gersten
Closes: Monday, September 19, 2016
Interviews: TBA

JOB OPPORTUNITY

Sales Associate

Location:	Santa Ana, California
Base Pay:	\$24,000.00 -30,000.00 per year
Employee Type:	Full-Time Employee
Industry:	Retail Merchandising
Job Type:	Sales - General Business
Required Education:	N/A
Required Experience:	N/A
Required Travel:	Negligible
Relocation Covered:	No

Description

The candidate should be a person with a passion for working with people and enjoys social interact and promotion of the company products or services. This position will be a member of the sales team and work under the supervision of the Vice President of Sales to help build a strong customer base promotion for the company. Task could include:

- Support the development of the company product line.
- Support the development of all company sales and promotional literature
- Help train the company employees in how to conduct a sale to live customers.
- Support the development of order forms for all sales done in the company.
- Develop monthly and seasonal email sales campaigns through constant contact or mail chimp.
- Help develop sales promotions for each trade show the company participates
- Support the tracking company sales and product monthly sales reports
- Help maintain a current inventory of products
- Reorder inventory
- Support the follow up of sales with thank you letters and invoicing
- Maintain the regional sales responsibilities you have been assigned
- Attend bi-weekly sales meetings by the Vice President of Sales

Requirements:

You must have a minimum of 2 years of total product development experience in live, catalog or direct sales and familiarity with overseas vendors. A degree in Business, Design, Merchandising or related academic field is required. Recommended experience in computer programs including InDesign, Illustrator, Photoshop and knowledge of web and e-business concepts

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