

Job Description

EcoVessel is a Boulder-based company that produces high-performance reusable water bottles and food storage products that combine fashion and performance. We are a mission based company that donates 1% of gross sales through our partnership with 1% for the Planet. We are seeking a Sales Manager for full-time work to manage the Corporate and Promotional Channels along with Beverage and gift. The applicant must have a friendly outgoing personality, have excellent project management skills, and be able to manage multiple channels and responsibilities with a focus on growth.

The sales manager is responsible for managing EcoVessel's direct relationship with customers and distribution partners and developing new business. The applicant must have a friendly outgoing personality, a positive attitude, be computer and tech-savvy and be able to manage multiple channels and responsibilities.

Come Help Us Change the World – We are looking for a dynamic sales professional to lead the charge in taking this company to new heights. We've got the "goods," and consumers love our mission! Are you the right leader to help us realize our full potential?

Duties:

- Direct sales to key accounts in multiple sales channels
- Account management of all levels -- local, regional, and key accounts - - including active follow-up, problem identification and solving
- Management of Independent Sales Representatives
- Provide customers with product and service information
- Trade Show planning and coordination (with the sales/marketing team)
- Periodic travel for customer meetings and trade shows

Requirements:

- 2 Years of Sales experience. Key account management experience is a plus.
- Experience managing other sales reps.
- Excellent written, verbal and in-person communication skills.
- Experience creating and giving customer presentations.
- Ability to negotiate effectively and creatively.
- Outgoing, self-motivated team player with an ability to work closely with others in a team environment.

We take pride in working as a team and collaborating on products and strategies.

Job Type: Full-time

Pay: \$52,000.00 - \$65,000.00 per year