

Antigua Apparel Outside Sales Representative

Summary of Position:

Sales Representative to increase sales in several territories across the United States.

The successful candidate will be responsible for establishing contact with existing customers, identifying new opportunities, and following up on potential leads.

This sales representative will be responsible for the management and growth of the region and act as a consultant to clients. Sales Rep will need to meet their marketing goals by developing strategies, utilizing sales and marketing techniques.

Duties and Responsibilities:

1. Travel within territory to meet customers and prospects
2. Sell the company's products during face-to-face sales calls daily
3. Builds and maintains relationships with repeat and new customers
4. Educate customers on how the company's products can benefit them
5. Monitor the company's industry competitors to understand the customer's needs and better position the company for success
6. Attend trade shows, industry events and end user show in the territory
7. Works with management and marketing to build the brand

Qualifications and Requirements:

1. Combined 5 years of outside sales experience in the wearables industry is preferred
2. Bachelor's degree preferred
3. Outstanding product knowledge and presentation skills to various customer types
4. Must be willing to travel up to 70% of the time
5. Able to work in fast-paced, self-directed entrepreneurial environment
6. Exceptional verbal and written communication skills
7. Managing customer relationships in the territory
8. Provide excellent customer service
9. Prospecting for new customers
10. Closing skills