



## Independent Sales Representative

Lori Coulter is seeking independent sales executives with established contacts to sell Image Apparel programs to high-end resorts and casinos. We offer exceptional commission rates to those with a following.

- Bachelor's Degree preferred
- Experience managing a portfolio of accounts required
- Expected travel 25%-50%, including overnight trips
- Working knowledge of Microsoft Office Applications (including MS Outlook, MS Word, MS Excel, MS PowerPoint, Internet/Intranet) required, Contact Management System experience preferred
- Apparel merchandising experience preferred
- Demonstrated success in strategic customer sales situations with high-level decision makers is strongly preferred
- Minimum 5 years sales experience with a proven list of key accounts is required

Job responsibilities and skill sets required:

- Excellent interpersonal skills
- Ability to understand and communicate design priorities, color schemes and brands
- Ability translate design concepts and direction to designers
- Extreme professionalism with a focus on new business development
- Flexible to changing demands with the ability to manage multiple projects and work independently in a fast-paced business environment

Company:

Lori Coulter, LLC designs and manufactures private label and branded swimwear and apparel for medium- and large-scale retailers and catalogs and manufacturers uniforms for the hospitality industry. Our made-to-order programs offer retailers, resort and casino customers a branded, fashionable image and impeccable fit. The retail collection features wearable, luxurious swimwear in the newest styles, elegant shapes and sophisticated prints, colors and accessories. Lori Coulter, LLC is a growth oriented organization looking for talented, hard-working and committed employees who are interested in cutting-edge design and technology. The company culture is professional with an emphasis on maintaining a creative and fun environment for a small group of committed employees.

Email resumes to [humanresources@loricoulter.com](mailto:humanresources@loricoulter.com) or fax to 314.727.9802.

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