



Title: International Sales Manager
Reports To: VP of Marketing and Sales
Status: Exempt
Last Updated: February 2020

ABOUT BEE'S WRAP:

Bee's Wrap is a growing company that produces and distributes nationally and internationally a sustainable alternative to plastic wrap for food storage made from beeswax and cloth. Bee's Wrap is a place of productive and creative work, aiming to provide a place of employment that is engaging, supportive and open-minded. Bee's Wrap is committed to using our business as a vehicle for social change and to bettering the lives of our customers, employees, community and planet. Bee's Wrap is in Middlebury, Vermont.

POSITION OVERVIEW:

- Manage Bee's Wrap international business to achieve or exceed revenue and profitability goals
- Serve as the primary point of contact for all international accounts in the territory
- Support VP of Marketing & Sales with evaluating new business opportunities and onboarding accounts both domestic and international
- Manage customer relationships & develop joint business plans with strategic customers
- Develop key sales materials (e.g. proposals, slides, analysis)
- Deliver presentations, pitch decks for key customer interactions
- Partner with cross functional teams including marketing, planning, eCommerce, accounting, and operations to ensure account needs and requests are being met
- Responsible for the management and collection of all accounts' orders in the territory
- Partner closely with the operations team to ensure timely shipments of all open orders
- Provide analysis on bookings and market performance against objectives and goals
- Serve as the subject matter expert for the accounts and competitive landscape in the territory
- Collaborate with the domestic sales team to understand US best practices and drive brand standards and operational excellence among international accounts
- Support international team outside of the assigned territory with projects and special requests as needed
- Communicate with executives and middle management of International accounts via email and phone
- Communicate with external accounts regarding contract agreements, extensions and compliance issues

All Bee's Wrap employees are expected to carry out their responsibilities with diligence, integrity, transparency of communications, and in a collaborative manner with coworkers, customers and vendors. Employees are also expected to have the resolve to uphold the goals, objectives and core principles of the company.



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QUALIFICATIONS:

- Bachelor's degree required
- 5+ years of experience working with international distributors and multinational retailers
- Previous experience managing a team of regional account managers and/or sales agents
- Background in consumer goods
- Foreign language experience a plus
- Knowledge of international business models; experience working with distributors and Amazon global selling
- Strong analytical and project management skills; excellent verbal and written communication skills
- Ability to deal with ambiguity and operate in a fast-paced retail focused environment
- Ability to challenge and debate issues of importance to the organization and to be persuasive with details and facts
- Ability to look at situations from several points of view
- Occasional travel overseas; flexible with willingness to work on calendars/timelines of partners

WORKING CONDITIONS:

Requires being able to work at a desk (standing up or seated) for long periods of time and use a computer and phone to perform job responsibilities. Also requires setting up and breaking down trade show booths, including lifting boxes weighing up to 50lbs, as well as helping to unload, lift, and store inbound supplies weighing up to 20lbs on a monthly basis. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

To Apply: Please email resume and cover letter to careers@beeswrap.com.

Bee's Wrap is an equal opportunity employer, all qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, ancestry, national origin, sex, sexual orientation, gender identity, place of birth, crime victim status, age, or disability (or any other classification protected by law).