

OBAKKI

JOB TITLE: B2B Sales Representative

LOCATION: Vancouver

Full Time

About Us

Obakki is a purpose-led lifestyle brand that connects people through modern design. Everything we curate is handcrafted and produced in partnership with our network of world-class artisans—real people making products that bring meaning and connection to your home.

We believe in knowing the origin of the products we buy, as well as the impact of our consumption—not only on the environment, but also on the communities and individuals that create them.

From homewares created in partnership with like-minded co-ops to goods sourced from global artisans who share our ethos, every Obakki product reflects our values of sustainability, traceability and ethical production.

Job Description:

We are seeking a dynamic and results-driven B2B Sales Representative to join our team at Obakki. The ideal candidate will be responsible for driving sales growth and forging strategic partnerships within the B2B sector. This role offers an exciting opportunity to play a key role in our expansion efforts, connecting Obakki's unique offerings with businesses that share our commitment to ethical sourcing and conscious consumerism.

Responsibilities:

- Proactively launch and implement outbound sales campaigns targeting trade clients through various communication channels
- Identify and cultivate lasting relationships with trade partners, gaining insights into their project needs and design preferences to provide customized solutions.

- Become an expert on Obakki's product range and extensive artisan network and customization possibilities alongside our values and commitment to sustainability and social responsibility. Utilize this knowledge to effectively communicate Obakki's unique value proposition as a trade partner.
- Meet and exceed designated sales quotas and revenue targets, actively contributing to Obakki's overall growth and success.
- Stay updated on industry trends and competitor products to position Obakki's products competitively and identify new business opportunities.
- Manage the sales pipeline from identifying new trade clients to supporting them through the sales process.
- Work collaboratively with the sales team and customer support to ensure seamless service delivery and support for trade clients at every stage of their purchasing journey.
- Maintain accurate sales records, prepare sales reports, and provide regular performance updates to the leadership team.
- Uphold high standards of customer satisfaction by promptly addressing inquiries, overseeing order processing, and delivering exceptional after-sales support.

Requirements:

- 3+ years of proven B2B sales experience, preferably in the design or hospitality sectors.
- Self-motivated with a results-driven mindset.
- Strong business acumen and strategic mindset, with the ability to identify opportunities for growth and development.
- Excellent communication and interpersonal skills, with the ability to build rapport and influence decision-makers at all levels.
- Highly organized and detail-oriented, with the ability to manage multiple projects and priorities simultaneously.
- Passion for sustainability and ethical sourcing, with a genuine commitment to driving positive change through business.
- Proficiency with spreadsheet and project management software.

What we offer:

- Competitive salary
- Comprehensive benefits package
- Opportunity for career advancement and growth
- Fun and inclusive workplace culture committed to diversity and equity
- A dynamic and fast-paced atmosphere where innovation and creativity thrive

- Purpose-led culture valuing social responsibility and sustainability.
- Employee engagement opportunities

Join Us:

If you are passionate about driving meaningful connections and making a positive impact through sales, we want to hear from you! Join us at Obakki and be part of a purpose-led team dedicated to redefining modern design. Apply now by submitting your resume and cover letter to careers@obakki.com. We look forward to welcoming you to the Obakki family!