



**Job Title:** Toy Field Sales Representative

**Overview:** We are seeking a dynamic Toy Field Sales Representative to join our team. The Toy Field Sales Representative will be responsible for working closely with our toy specialty reps, developing and maintaining relationships with customers in the specialty toy channel, generating sales leads, representing Skillmatics at toy market/trade shows and increasing revenue for our company.

**Responsibilities:**

- Developing and maintaining relationships with existing and potential customers.
- Meeting with customers to understand their needs and provide product information and recommendations.
- Identifying new opportunities through prospecting via phone and email within the independent toy channel.
- Participating in trade shows and events: attend trade shows and other events to promote the company's products, network with other professionals in the industry, and keep up-to-date on new trends and products.
- Providing customer support: You will need to be available to provide support to your customers and external sales reps, including answering questions, resolving issues, and addressing concerns.
- Coordinating sample sends to reps and customers.
- Maintaining knowledge of company products, competition, and industry trends.

**Job Requirements**

- Someone who is a self-starter, is motivated and organized, has great follow-up, and is passionate about the toy business.
- Someone who gets things done without perfect resources, is innovative and works with a sense of urgency.
- Someone who has high standards and takes ownership in their work.
- Travel on the road to build your business, travel to sales meetings and trade shows.
- Excellent communication skills.
- Able to create and organize excel spreadsheets.
- Strong work ethic and self-starter.
- Bachelor's Degree required.

Overall, a field sales toy representative is a key role at Skillmatics, responsible for driving sales and building strong relationships with customers and external sales reps.

**About Skillmatics**

Skillmatics is a leading global education brand led by a team of educators, game and product designers who are dedicated to creating innovative and holistic ways for children to learn through play. We are deeply committed to our mission of developing educational products that bring joy to children and help them reach their full potential. With top-selling games such as Guess in 10, Train of Thought, Found It, Write & Wipe Activity Mats, and our newly launched Skillmatics Learning Kits, Skillmatics is a rapidly growing consumer brand in the US and globally.