

WHOLESALE SALES REPRESENTATIVE - NOEL ASMAR

LOCATION: Our office is located in South Surrey: 306 - 2630 Croydon Drive, Surrey, B.C. Canada.

REPORTS TO: Vice President of Sales

JOB PURPOSE:

To plan and carry out direct sales activities, so as to maintain and develop sales of Noel Asmar products as assigned.

ABOUT US

Noel Asmar creates clever lifestyle pieces turning the ordinary into a contemporary, yet timeless piece of art made for the way you move.

Known for dressing iconic hotels & spas, Noel Asmar has successfully transformed her design company into a complete lifestyle brand and was most recently honoured as top 100 Female Canadian Entrepreneurs. Noel Asmar has won admirers internationally including the Fashion Press, with her fresh and modern approach to dressing for work, play & wellness. She has now expanded her collections to include a contemporary women's wear capsule including knits, coordinates, outerwear and finely handcrafted Italian leather hand bags, belts & accessories. The company was founded in 2002.

At Noel Asmar, we bring together strong, collaborative people in a culture of mutual respect, support, accountability, and passion for the brand and product. Our goal is to offer an inspirational and modern workplace that allows for exceptional talent to thrive. Noel Asmar is an equal opportunity and affirmative action employer and we pride ourselves on hiring and developing the best people. If you want to work in a dynamic, fun and growing environment where no two days are the same and multi-tasking is a norm... please take the time to read through and apply if believe your experience and skills are a good fit.

JOB DESCRIPTION

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing product options.
- Influences product sales by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares and submits timely reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Assist and in some cases lead social media activities, product promotions and events.
- Comfort level in assisting production and proofing of presentations, marketing materials and contracts
- Travel – Client visits, outside sales calls, trade-show and convention attendance (some months can be frequent)
- Inter-department collaboration to formulate and implement new materials
- Provide support and assistance to fellow team members and departments
- Monitor inventory and production

QUALIFICATIONS:

- Highly organized and ability to prioritize
- 2+ years in Fashion, specifically clothing sales or marketing function (prefer a major clothing label, but will consider smaller labels/boutique retail)
- Detail oriented with ability to work as an integral part of team and influence internal peers
- Ability to multi-task and manage deadlines in a fast paced environment
- Professional and effective communicator
- Excellent verbal and written communication skills
- Self-motivated to meet deadlines
- Availability and willingness to travel (some months can be heavy)
- Knowledge of Excel and other MS Office Applications
- Ability to quickly learn new applications and processes
- Experience in data analysis, producing reports, running spreadsheets

TERRITORY FOCUS:

- Global

COMPENSATION:

- Base salary plus bonus
- Benefits

TO APPLY:

Please send your resume as a PDF to careers@noelasmar.com - with the subject header "Wholesale Sales Representative."

We value your interest. However, only those applicants selected for an interview will be contacted.