

Independent Sales Representatives - Anna Beck Designs

At **Anna Beck Designs**, we celebrate our shared connection through the beauty of artisanship of **luxury jewelry**. We are seeking **Independent Sales Representatives (1099)** to support an established customer base of jewelry stores and boutiques as well as prospecting new accounts. We are looking for individuals to cover the following established sales territories:

- West Coast Territory - based in California
- Midwest Territory - based in Illinois
- Southwest Territory - based in Texas

Responsibilities

- Build and maintain relationships with new and established high-end jewelry stores and boutiques to secure placement of the Anna Beck Designs jewelry lines at their establishments
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback
- Participate in monthly touch base sales call providing status updates on their territory, product feedback, etc.
- Attend 1-2 tradeshows per year to meet with customers

Requirements

- Proven work experience as a sales representative
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Relationship management skills and openness to feedback

Compensation

This is a commission only based position for a 1099 Independent Sales Representative. Income is commensurate with sales volume generated with no cap on earnings.

Our Story

At Anna Beck, we celebrate the beauty of connection, working with heritage artisans in Bali who practice the art of handmade techniques that have been passed down from generation to generation. We thrive in collaboration and connecting to cultures through our designs. We are committed to bettering the world, using our jewelry as a bridge for change.

Every time you wear an Anna Beck piece, we hope it serves as a thoughtful reminder to give more thanks, connect more meaningfully, love more deeply, and radiate more goodness into the world.

To apply for this position, qualified candidates should provide a resume along with a cover letter detailing your relevant experience in high-end /luxury sales.