



Job Description

Entry-Level Sales Associate

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The Entry-Level Sales Associate is a critical member of our Vancouver sales team, focused on driving growth of products under our Gratitude™, Raincoast™, and Raincoast Global™ brands. This role supports the sales team by identifying new opportunities, building relationships with customers, and providing market insights. The candidate will work closely with the Sales Manager to achieve monthly and quarterly targets, helping to strengthen our presence in the region.

Key Responsibilities:

- Assist in developing and implementing sales strategies to grow market share within the assigned territory.
- Identify and pursue new sales opportunities through prospecting and networking.
- Maintain and strengthen relationships with existing clients, providing exceptional customer service.
- Conduct market research to understand industry trends and consumer behavior.
- Collaborate with the sales team to achieve monthly and quarterly sales targets.
- Provide feedback on customer needs, market conditions, and competitive activities to the sales manager.
- Represent the company at trade shows, events, and customer meetings.
- Prepare regular sales reports, forecasts, and presentations.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field (preferred but not mandatory).
- Strong interest in the consumer-packaged goods industry.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, proactive, and willing to learn.
- Basic understanding of sales principles and customer service practices.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint) and CRM software.
- Valid driver's license and access to a vehicle for client visits.
- Ability to work independently as well as part of a team.

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