



Sales Professional

Entry-Level • Mendota Heights, MN (On-Site Only)

We are seeking an Entry-Level Sales professional who is self-motivated and eager to work in an entrepreneurial environment. In this role, you must thrive in a fast-paced environment and enjoy the thrill and challenge of closing deals. Sigma is in search of someone who can help grow and develop the Sigma brand in markets across the world.

The Entry-Level Sales position will research, generate and close deals with retailers of all shapes and sizes. You will look for growth opportunities in new and existing markets while developing creative and engaging sales pitches and techniques. The goal of this position is to bring new business to Sigma and to get Sigma products into the hands of retailers and their customers worldwide.

Essential Duties and Responsibilities:

- Research and identify new market opportunities.
- Research prospective accounts, pursue leads and follow through to a successful agreement.
- Acquire notable new wholesale accounts.
- Create engaging sales techniques to attract new clients.
- Build retail programs with clients and maintain long term relationships.
- Foster a collaborative environment within the organization.
- Prepare and deliver presentations, proposals, and retailer contracts.
- Review and revise purchase agreements and routing guides.
- Negotiate financial/contract terms to achieve a beneficial partnership.

Education and Experience:

- Must be self motivated and independent with high commitment to success.
- Excellent communication and presentation skills (via Skype, phone, and in person) – virtual presentation experience is a plus.
- Team-oriented and quickly adaptable to change.
- Proficient in Microsoft Office and Google Workspace.
- Desire to be in an entrepreneurial setting; ability to adapt in an ever-changing environment.
- Local and non-local business travel occasionally required, less than 5% of the time.
- Some sales experience is preferred, and not required.
- Associates degree preferred, but not required.
- Beauty industry experience preferred, but not required.

Benefits:

- Paid Time Off (PTO), Paid Holidays and Sick Days.
- Flexible work hours.
- 401K with company match.
- Medical and Dental Insurance; with company contribution.
- Employee discount and gratis.
- Company-wide events and celebrations throughout the year.

Think you would be a good fit?

APPLY TODAY