



International Sales Manager

Senior Level • Mendota Heights, MN

We are seeking an International Sales Manager with a proven track record of closing deals and bringing in new business. As the International Sales Manager your job will be to prospect, negotiate and open new business, worldwide. You will own your role and work closely with other departments to build successful relationships with global retailers, distributors and wholesalers. The perfect candidate will be able to solve problems, build relationships and lead by example. If this sounds like you, we'd love to meet you.

Essential Duties and Responsibilities:

- Use your knowledge of International markets to prospect and build a strong clientele worldwide.
- Research, plan, negotiate and close deals daily.
- Create a best in class experience for new clients.
- Meet and exceed the sales goals set for yourself and the entire team.
- 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.
- Ability to work across multiple departments to achieve your goals.
- A strong sales background is required.

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, Dental, and Vision Insurance; with company contribution.
- Employee discount and gratis.
- Company-wide events and celebrations throughout the year.

Starting at \$80,000 + Commission and bonus pay.

Think you would be a good fit?

APPLY TODAY