



Sales Executive

Full-time · Mid-Senior Level · Mendota Heights, MN (On-Site Only)

We are seeking a high-performance sales professional, who is self-motivated and eager to work in an entrepreneurial environment. There is no limit to how much you can earn.

You are a driven individual dedicated to making your career a success. You thrive in a fast-paced environment and enjoy working with forward thinking entrepreneurs. You understand the “start-up” mentality and the passion that goes along with it. You want to make your mark on a growing company and reap the rewards of your hard work.

Essential Duties and Responsibilities:

- Acquire notable new wholesale accounts.
- Research and identify new market opportunities to expand Sigma’s brand and customers.
- Research prospective accounts, pursue leads and follow through to a successful agreement.
- Implement and improve the sales process to attract new clients.
- Build retail programs with clients and maintain long term relationships.
- Foster a collaborative environment within the organization.
- Work with senior team members to identify and manage areas of opportunity.
- Prepare and deliver presentations, proposals, and wholesale contracts.
- Review and revise purchase agreements and routing guides.
- Negotiate financial/contract terms to achieve a beneficial partnership.

Education and Experience:

- 5+ years of sales experience in consumer goods and proven track record of opening new distribution channels.
- High-Performance Sales Person.
- Bachelor’s degree preferred.
- Must be self motivated and independent with high commitment to succeed.
- Excellent communication and presentation skills (via Skype, phone, and in person) – virtual presentation experience a plus.
- Experience negotiating complex sales programs and strong understanding of vendor manuals, retailer discount and payment terms, shipping and logistics.
- Team-oriented and quickly adaptable to change.
- Proficient in Microsoft Office and Google Workspace.
- Desire to thrive 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.
- Able to develop presentations and product assortments based on specific prospects.
- Willingness to work in addition to standard office hours to accommodate prospect accounts and grow the business portfolio.
- 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.
- Salary + Commission with potential for bonuses.

Think you would be a good fit?

APPLY TODAY