

eCommerce Sales Representative

Earl & Brown, A Virtual Supply Company, a fast-growing, dynamic and well-established Oregon-based distributor and internet fulfillment provider of consumer and professional products, is looking to expand our team.

Recognized as one of the "100 Best Companies to Work For in Oregon", as well as a perpetual member of the "Inc. 5000 Fastest Growing Companies in the U.S.", we are interested in talking to quality candidates for the role of an eCommerce Sales Professional.

The eCommerce Sales Person will be responsible for direct sales of consumer electronics and other consumer hardlines into new and existing online and inline retail account. This role will be focused on developing, implementing and managing a sales strategy to achieve aggressive sales goals, as well as to aide in the acquisition of new vendors and product lines to expand the EBCO portfolio.

The individual is expected to be well connected and to be capable of developing strategic online and offline partnerships that will support our fulfillment and direct sales programs. This individual will be able to use his/her knowledge of the Internet/e-commerce and traditional retail to prospect, cultivate and execute strategic partnerships, with both customers and product vendors, and develop and manage these ongoing relationships.

This position requires a mix of professional sales skills, knowledge of the internet marketplace, and an upbeat, positive attitude. We offer competitive compensation and a rewarding work environment.

Responsibilities

- Develop and execute strategies for lead generation, sales, pricing and all other matters related to revenue generation
- Personally pursue and close key sales opportunities, managing the sales process
- Work with the internal sales team to pursue key prospects
- Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product development ideas
- Identify, engage and assist in the development of vendor programs for new product lines
- Build professional and trusting relationships with key customers, leverage existing relationships
- Set and manage client's expectations
- Create clear, precise and properly detailed client program documentation

If you have the following qualifications, we want to hear from you:

- 3-5 years previous experience selling into online accounts
- Working knowledge of the online sales process
- Relationships within Amazon.com, Costco.com, NewEgg.com and other major online retailers
- Ability to sell into multiple levels of customers, across multiple product lines
- Proficient in MS 2003, MS 2007, and MS 2010 including Excel, PowerPoint and Word

This job offers team members the following benefits:

- A competitive salary and commission compensation plan
- A top-notch experienced sales team
- Company paid travel and expenses
- 401(k) Retirement Savings Plan
- Annual Bonus Program

- Health Insurance
- Company-Paid Life Insurance
- Dental Insurance
- Paid Time Off (PTO) including holidays and vacation
- Discounts on Employer Merchandise & Services
- Employee Referral Program
- Free Parking
- Company-Subsidized Health and Fitness Center Membership
- Team-Building Events

If you are looking for the chance to make a big impact on a small company we have the job that can meet or exceed your expectations. Please send your resume of qualifications, as well as salary history and professional references to:

Emily Peterson – epeterson@earlbrown.com

Earl and Brown Company

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