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Distributor Representative- Pet Industry Opportunity-Full time

[northlandnaturalpet.com](http://northlandnaturalpet.com)

## **Sales Support & Public Relations**

***We are seeking an outgoing individual to join our company, as a member of our sales team. This is an excellent opportunity for a person who is energized by people & pets and who excels in a support role.***

### Job Summary

This sales support role provides the opportunity to work with both our business customers and the public. Direction and guidance in this role will come from weekly team sales meetings.

Work with prospective and existing business clients to expand our products presence in their stores. Successfully utilize vendor promotions, share resources and understand clients needs to help them expand or add product lines that will ultimately increase sales and profitability in their store.

Plan and host memorable events to establish consumer relationships and interact with pet owners. Employ exhibit booths at dog shows, pet events, and in-store demonstration to gain brand awareness, educate and assist pet parents with correct product selection to improve pet health.

This role requires a successful representative to build and maximize relationships with retail stores and pet owners by being a valuable and consistent resource; Identifying customer needs and budget, and providing effective solutions.

Majority of time is local, with limited overnight travel.

### Responsibilities

- Maintain company reputation. Be a trustworthy resource to the customer.
- Support company and team strategies and sales plans to meet goals and initiatives.
- Plan and organize daily work schedule to complete weekly agenda.
- Assist retailers in utilizing vendor ISO, Gap, & monthly promotions.
- New store sets and merchandising improvements.
- Recognize opportunity for new product/brands placement.
- Schedule face to face meetings with prospects and clients.
- Support and utilize company and vendor promotions, tools and marketing efforts.
- Conduct in-store product training for store employees and consumer demos.
- Event planning and hosting of consumer and in-store events.

- Communicate progress and coordinate with inside & outside sales team members
- Utilize Company sales methodology and processes.
- Post daily activity to CRM
- Perform other related duties as needed

Minimum Qualifications:

1. Outgoing and energetic
2. Retail sales and/or customer service experience
3. Organized and thrives in a team support role
4. Proficiency with MS Office
5. Drivers license

Desired Qualifications:

6. Knowledge of pet ownership and/or pet industry
7. Knowledge of nutrition and holistic health care

Compensation

- Salaried
- Profit sharing Plan
- PTO/Vacation Time
- Product discount

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Submit cover letter, salary requirements and resume to:

Dawn P. Cobb [dawn@northlandnaturalpet.com](mailto:dawn@northlandnaturalpet.com)

ABOUT:

Northland Natural Pet is a wholesale distributor of pet products, specializing in natural & holistic pet nutrition. Our clients are independent pet supply retailers and pet professionals that share our desire to improve pet health.