

SALES PROFESSIONAL

Location: Victoria, BC

Position: Sales Professional

Job Type: Full time

Salary: \$ based on qualifications + comprehensive benefits package

Company Description:

Outset Media is a high-growth Victoria-based business that designs, manufactures, and distributes board games, card games, and jigsaw puzzles. The key to our success has been our passionate dedication to unbelievable customer service, and we have been voted "Supplier of the Year" for four consecutive years by the Neighbourhood Toy Stores of Canada (NETS).

Job Description:

We are currently looking for a sales person to assist in growing our US sales base. This individual will work from our Victoria office, and will report directly to the President. This position does require travel to the US for various industry tradeshows and meetings with retailers, although most communications with customers will be conducted via the Internet and telephone.

Main responsibilities:

- Establish, service, and grow traditional and non-traditional independent retail accounts in the United States.

Required Qualifications:

- Proven passion for superior sales performance.
- Experience working in the toy/gift industry an asset.
- Working knowledge of Microsoft Office.
- Excellent work ethic - you will be working with a team of hard-working, self-motivated individuals who work with minimal supervision.
- Valid passport and driver's license required.
- Due to the educational nature of our games, excellent writing skills are necessary. Any successful applicant must be able to write efficiently and clearly.
- Above all, any successful applicant must value the importance of customer service in a small business environment.

Additional Information:

Outset Media is a small company with fewer than 12 employees in our Victoria offices. Therefore, in addition to the above responsibilities, any successful applicant may be required to assume a variety of non-related responsibilities. Applicants must be comfortable working in a constantly-changing small business environment.

We are looking for an individual who is seeking a career position with a high growth company, and is willing to accept personal responsibility for the growth and success of the company.

Only short-listed candidates will be contacted. Please fax, mail or email cover letter, resume and references. Correspondence should be addressed to David Manga. All applications will be held in strict confidence.

