



Independent Sales Representative

Holiday and Home Décor

JOB SUMMARY

We are seeking motivated and dynamic Independent Sales Representatives to promote and sell our range of Holiday and Home Décor products.

OBJECTIVE

As an Independent Representative, you will be responsible for developing new business opportunities, maintaining existing client relationships, and achieving sales targets. You will work independently, promoting Melrose products to retail stores, e-commerce platforms and individual customers in your assigned territory.

RESPONSIBILITIES

Sales Generation: Actively seek out and develop new sales leads and opportunities within the assigned territory.

Product Promotion: Demonstrate in-depth knowledge of our Holiday and Home Décor products and effectively communicate their features, benefits, and unique selling points to potential customers.

Relationship Management: Build and maintain strong relationships with retail stores, e-commerce platforms, and individual customers to drive repeat business and customer loyalty.

Sales Presentations: Conduct product presentations, demonstrations, and sales meetings with potential customers, showcasing the product assortment and highlighting its value proposition.

Order Management: Efficiently process customer orders, ensure accurate documentation, and manage product inventory to fulfill customer requirements.

Market Analysis: Monitor market trends, competition, and customer preferences to identify potential areas for improvement or new product.

Trade Shows: Represent the company at trade shows, exhibitions, and other relevant events to promote our products and expand your customer base.

Customer Service: Address customer inquiries, resolve issues, and provide exceptional service to ensure customer satisfaction and retention.

REQUIREMENTS

Previous Sales Experience: Proven track record in sales, preferably in the Holiday and Home Décor industry or related field.

Excellent Communication Skills: Strong verbal and written communication skills to effectively convey product information, negotiate deals, and build relationships with customers.

Self Motivated: Ability to work independently, set and achieve sales targets, and manage time efficiently.

Networking Skills: Proficient in networking and establishing relationships with potential customers, including retail store owners, e-commerce platform managers, and individual customers.

Product Knowledge: Familiarity with Holiday and Home Décor products, understanding of current industry trends, and ability to convey product features and benefits to customers.

Organizational Skills: Strong organizational skills to manage customer orders, product inventory, and sales documentation.

Flexibility: Willingness to travel within assigned territory and attend trade shows and events as required.

Tech-Savviness: *Comfortable using iPads, Excel, technology software, marketing and CRM applications for sales presentations, order management, and reporting. You must be fluent in all of these. We are a technology company that sells Christmas so you need not apply if you aren't savvy in these areas.*

Join the Melrose team and play a vital role in promoting the leading Holiday and Home Décor line in the industry. Apply now to embark on an exciting sales journey!! We are currently looking at all areas across the US and Canada.