

Sales Manager

Irvine, CA

Full Time

Compensation: Based on Experience (+ Bonus)

Are you looking for a career with meaning and work that inherently gives back to women around the world? Then we've got the sales position for you.

About International Sanctuary, PURPOSE Jewelry

International Sanctuary, a non-profit organization, founded in 2007, provides dignity, hope and empowerment to survivors of human trafficking. Young women rebuild their lives through an integrated holistic approach: employment, education, healthcare, and community. Survivors work within International Sanctuary's social enterprise, PURPOSE Jewelry, producing handcrafted jewelry, managing inventory, and fulfilling orders. International Sanctuary exists to empower survivors of trafficking to embrace their true identity and worth. If you have experience in sales, believe in the ability to transform lives through the sale of products, and have a passion to make a difference in the world, this is the perfect job for you.

Position Description:

Reporting to the Chief Marketing Officer, the primary role of the Sales Manager is to grow the wholesale channel of PURPOSE Jewelry in order to maintain the impact of the social program. Growth of jewelry sales determines the organization's ability to expand, open more sanctuaries, and provide more jobs to girls and women rebuilding their lives after escaping from human trafficking.

The Sales Manager will start with 200 retail accounts nationwide. These accounts are segmented into 3 levels and the manager will need to determine the approach and time spent on each level, identify incentives for accounts to move up a level and develop reorder quantities and contact strategies/frequencies for each level. Manager will also assist in implementing new reseller portal, have input in online channel strategies and overall promotions.

Manager will need to determine and create key periodic reports and present them on weekly/monthly/quarterly/annual basis. Manager will need to submit detailed quarterly and annual sales forecasts, identify revisions of inventory subsets that will be the mainstay of the large accounts, and place production Purchase Orders. Collaboration with production manager will be required for large account opportunities. Ability to work together with other departments to fulfill these orders will be essential.

The Sales Manager will develop brand loyalty with existing and new accounts on a 1:1 basis as well as through 3-5 trade shows annually. Most lucrative shows will need to be identified, organized and attended with full post-event reports.

Responsibilities:

Sales

- Grow current resale revenue by 36% in FY 2019 (\$650,000)
- Identify new accounts and segment accordingly
- Manage 3 tiers of existing accounts (200 to start)
- Business development and channel management
- Creation and execution of necessary reporting and forecasting
- Compile competitor research and make recommendations on channel improvement based on industry best practices
- Provide channel needs and opportunities to team in weekly marketing meeting

Merchandising Within Channel

- Attend and network 3-5 major trade shows per year
- Generate presence beyond selling opportunities at each show
- Grow brand recognition among key industry stakeholders and resellers

Qualifications:

- Articulate, personable and passionate
- Strong and demonstrable sales background - specifically with retail accounts
- Extensive background with forecasting, reporting and new business development
- Self-starter with well-developed communication and people skills
- Outgoing, strong networker with proven ability to close sales
- Value humanitarian causes

Please submit resumes and cover letter to careers@isanctuary.org