

## **Employment Opportunity: Sales Position**

Due to the tremendous growth of this upstart company and in an ongoing mission to grow brand Supergoop!, we are looking for talented new associates on the West coast and New York to develop and expand relationships with existing and new retailers. Must be a go-getter with a love for all things in world of beauty/skincare.

### **About Supergoop!**

A skin-saving product born of reactionary measures and made for preventative ones, Doctor T's Supergoop! is creating a cultural shift in the way modern families view sun protection. The line of daily SPF's mission is for sun protection to become a part of everyday life, and to protect both children and their families through education and prevention. Supergoop! products are most widely available in the children's high-end boutique market but are expanding quickly into physicians offices, spa's, resorts and high-end retailers such as Barneys, Nordstrom and Lilly Pulitzer.

### **Job Description**

The West & East Coast Sales positions for Doctor T's Supergoop! will be responsible for the development and performance of all sales activities in their region, reporting directly to the founder. The Salesperson will establish plans and strategies to maintain existing relationships and expand our retailer base into specific designated markets. 30-40% travel required.

### **Specific Tasks Include:**

- Develop a territorial sales strategy to establish sales goals and expand profitability within the region.
- Funnel forecast for budgets and expected growth.
- Build strong relationships with client base to ensure reorders and sales growth within each door.
- Participate in trade and marketing partnership events.
- Maintain weekly accurate records of all pricings, sales, and activity reports per customer.
- Distribute marketing materials, and develop Gift with Purchase and promotional support to current and new retailers.
- Budget expenses.
- Maintain contact with all retailers in the market to ensure high levels of customer satisfaction.
- Provide regular in store sales support when needed.

### **Qualifications and skills:**

- Bachelors degree or equivalent.
- 3-5 years of proven success in sales.
- Strong communications skills, both written and verbal.
- Strong computer skills including Word processing and Excel skills necessary.
- Cosmetic/Beauty product /resort/spa industry experience a plus.

Please send resume, cover letter via email to [info@supergoop.com](mailto:info@supergoop.com). No calls please. Salary + Commission.

The logo for Doctor T's Supergoop! features the brand name in a stylized, blue, handwritten-style font. Above the 'T' in 'Supergoop!', the words 'Doctor T's' are written in a smaller, yellow, sans-serif font. A trademark symbol (TM) is located at the end of the word 'Supergoop!'.