Garden of Life – Open Positions

Job Title: INSIDE SALES REPRESENTATIVE

Department: Sales

Reports to: Director, Sales Operations

Employee type: Full Time

Location: West Palm Beach-Village

SUMMARY

Focus on daily outbound/inbound sales calls via phone to retailers within assigned territory in order to meet and/or exceed monthly sales goals. Responsible for understanding and presenting strategic retail programs and sales promotions. Required to consultatively sell products and obtain optimum shelf space/product placement thru concepts such as category management and brand block sets.

RESPONSIBILITIES

- Sales and service to established GOL retailers via telephone. (50+ inbound/outbound calls per day)
- Maintain updated customer lists and communicate promotions and/or new items to customers
- Qualify prospective leads expressing interest via website, inbound calls and other marketing programs
- Growth of new and underdeveloped accounts within given territory
- Track and report on daily calls and performance
- Coordinate phone trainings with retailers to educate on GOL product line
- Understand Garden of Life's products, positioning and competitive advantage
- Other duties as required to assist the Inside Sales Team with achieving goals

REQUIREMENTS

- Bachelor's Degree preferred
- Minimum of one year inside sales and/or retail sales experience
- Background in Natural Product industry or organic health and nutrition desirable
- Excellent interpersonal and telephone sales skills
- Assertive, self-motivated and the ability to self-direct in a contact center environment
- Able to manage time effectively and efficiently
- Intermediate computer skills

Submit resumes to: **HR@gardenoflife.com** or Fax to: **561-282-5014**

GARDEN OF LIFE IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

Human Resources Department **Posted on: 5/2/2014**