



Job Description: Independent Wholesale Representative

Salary: Commission Only; Negotiable

Reports To: Director of Sales

Location: Worldwide Territories Available

Travel Required: Occasionally

Job Overview:

Native Threads is looking for talented and motivated persons that possess the Entrepreneurial Spirit to work side by side with the dedicated and high energy Director of Sales of the company to develop a winning sales organization and to further the stance of Native Threads' position as the leader in Native American lifestyle apparel and accessories.

Job Objective:

The Independent Wholesale Representative will establish and maintain wholesale accounts to further develop the Native Threads Wholesale program worldwide while working cooperatively with the Director of Sales, C.E.O. and other members of the marketing and distribution teams. To grow existing customers, create new customers to meet or exceed monthly sales quotas at the appropriate gross margin while increasing customer satisfaction.

Job Duties:

- Manage and grow sales for existing wholesale accounts through use of Salesforce.com
- Create new customers in the following areas:
 - Retail Apparel Stores/Chains
 - Tribal Owned Casino Gift Shops
 - Tribally Owned Golf Courses
 - Tribal and Other Native Organizations
 - Reservation area Specialty Stores
 - Reservation area convenience stores
 - Other areas of opportunity
- Generate new and repeat sales by providing product information in a timely manner.
- Determine customer requirements and expectations in order to recommend specific products and solutions.
- Recommend alternate products based on cost, availability or specifications.
- Present price, credit and terms in accordance with standard procedures.
- Accurately process customer transactions such as orders, quotes or returns.
- Provide accurate information regarding availability of in-stock items.
- Obtain accurate information from Logistics group relating to shipment dates and expected date of delivery.
- Proactively recommend items needed by customers to increase customer satisfaction and improve transaction profitability.
- Increase sales and average order size by means of cross-selling, up-selling, add-on sales and offering promotional sale items.
- Educate customers about terminology, features and benefits of products in order to improve product related sales and customer satisfaction
- Monitor scheduled shipment dates to ensure timely delivery and expedite as needed.

- Contact customers following sales to ensure ongoing customer satisfaction and resolve any complaint.
- Coordinate fill requests for catalogs, information or samples with sales admin.
- Remain current on consumer preferences and product developments by attending sales meetings, vendor training and trade shows, or reading trade journals.
- Setup and maintain customer files in Salesforce.com.
- Identify trends in customer satisfaction.
- Manage time effectively, meet personal goals and work effectively with other members of the distribution team.
- Communicate to the purchasing department unexpected increases or decreases in demand for products.
- Maintain proficiency in using personal computer, data entry terminal and other common office equipment and software.
- Follow company policies and procedures.
- Present a professional image at all times to customers and vendors.
- Perform other duties as assigned.

Relationships and Roles:

- Maintain contact with all clients in the market area to ensure high levels of Client Satisfaction.
- Demonstrate ability to interact and cooperate with all company employees and vendors.
- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
- Maintain professional internal and external relationships that meet company core values.
- Proactively establish and maintain effective working team relationships with all support departments.

Job Requirements:

- Must possess a STRONG desire to succeed.
- Must possess the ability to work in the dynamic atmosphere of a startup business environment.
- 5 Years experience in commission sales with proven ability to achieve sales quotas.
- Experience with Microsoft Office suite of products to include Word, Excel, PowerPoint and Outlook.
- Experience with Salesforce.com and QuickBooks a plus.
- Willingness to travel and work unconventional hours from time to time.
- Overall this individual must desire to WORK HARD, HAVE FUN and be an INTEGRAL PART IN SUCCESS of Indian Country's premier line of lifestyle apparel and accessories!

To Apply:

Send Resumé to Jobs@NativeThreads.com or call **1-800-652-4799**