**Wholesale Sales Team Member**

Encoreship - Job Description

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| **ABOUT THE ROLE & RESPONSIBILITIES** | |
| **Role:**  Responsible for new Wholesale Sales and Business Development of Sleep & Beauty Products across Australia, USA and UK market.  To ensure the implementation of sales & business development strategies, you will also need to create the short-term, mid-term and long-term sales strategies. | |
| **Location** | Moorabbin, Victoria & Remote |
| **Reports to** | Founder |
| **Direct Reports** | N/A |
| **RESPONSBILITIES** | **MEASUREMENTS** |
| Accountable to develop new wholesale business in assigned territories in USA, Australia & UK markets for branded sleep & wellness products, including silk pillowcases, silk sleepwear and accessories in the beauty, retail, spa & hotel market. |  |
| Map the markets for identifying potential new wholesale customers and build a robust sales funnel and customer base. |  |
| Build sustainable relationships with current customers to achieve long term sales |  |
| * Co-ordinate with sourcing team to ensure supply and on-time shipments to customers * Payment Collection as per company terms and policies * Prepare reports by collecting, analysing, and summarizing sales information. * Contribute to team effort by accomplishing related results as needed * Any other tasks as required. |  |
| **ABOUT US** | |
| SHHH SILK is a sleep, wellness and beauty brand focusing on improving people’s lives through the power of sleep and self-care through our brand values of community, inclusivity, and being authentically people-driven.  These brand values are also evident within our internal team as we aim to uphold a workplace that provides flexibility and a deep care of employee wellbeing through our wellness program. | |