**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.
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| **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. |