

## **MARKET SALES MANAGER, NORTHEAST**

### **WHO WE ARE**

At REBBL, Righteous Plant Alchemy™, we are a fast-growing beverage company based out of Berkeley, California, crafting Elixirs that are a reflection of our obsessive attention to ingredient purity, potency and authenticity. We were born out of a conscious collaboration between global thought-leaders, whose soul purpose was to address the malfunctioning global food system through a regenerative business model that would respect, uplift, and delight the world. What we aim to achieve will not come easily; this work takes serious grit. Our goal is to consciously grow a performance-driven, best in class team that is REBBL-hearted with passion, unrelenting drive, and mutual trust. We're looking for someone extraordinary to join our tight-knit team.

### **COMMITMENT TO IMPACT**

We are deeply committed to supporting human dignity through impact sourcing and supply chain integrity. 2.5% of our net sales go to Not For Sale, our nonprofit partner, to support their efforts in eradicating human trafficking. Through initiatives with our grower communities, we strive to stop trafficking before it happens, and in our efforts with Not for Sale, we support the healing of those who have been trafficked.

### **EXPECTATIONS**

REBBL sales leaders evaluate themselves on their ability to empower partners, manage sales forecasts, and exhibit strong leadership. Team leaders create and seek out systems that support efficiency and efficacy in all areas of work: you must be self-motivated and extremely well organized. You must have the ability to effectively communicate objectives and respond well to changing situations. We are looking for a team leader who will uphold the values of our unique and purpose driven business model, exceed targets, and make bold moves that support innovative wins.

### **RESPONSIBILITIES**

- Develop REBBL's global brand strategy into regional sales tactics, strategy, and planning
- Effectively build and manage partnerships with mainline and DSD Distributors, Brokers, Retailers, and Team REBBL
- Create incentive programs, promotional programs, and innovative sales strategies and monitor and evaluate impact
- Train, coach, and mentor sales representatives, brand ambassadors, and merchandisers
- Increase turns in current doors
- Optimize SKU sets in key retailers
- Set and achieve 30/60/90 day goals

## **QUALIFICATIONS**

- Bachelor's degree preferred
- 5 years combined experience in managing a sales territory, activating new markets and managing key retailers
- Proven track record of running sales programs and effectively managing teams and budgets
- Responsible, self-motivated, dependable, and engaging
- Outgoing and personable, capable of nurturing relationships as well as engaging strangers
- Strong written and oral communication skills and experience with Microsoft Office Suite and Google Docs preferred

## **JOB SPECIFICS**

- Full-time, salaried position, located in New York Metro area
- 40+ hours per week, medical benefits
- Ability to be on the road, lift 25-50lbs, have a valid drivers license and has dependable vehicle
- Ability to plan and organize (frequently-changing) schedule according to travel, planning & sales priorities
- Exceptional leadership experience with the ability to lead and influence team members

Please submit resume and cover letter to David Clark, REBBL's Eastern Sales Manager at david@rebbl.co, with the subject line "(Your Name) – Senior Market Manager Position"