

## **METRO SALES REPRESENTATIVE - NYC**

### **WHO WE ARE**

At REBBL, Righteous Plant Alchemy™, we are a fast-growing beverage company based out of Emeryville, 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 representatives are evaluated based on their ability to empower partners, achieve sales goals, and exhibit strong leadership qualities. Representatives will use 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 obstacles and respond well to quickly changing situations. We are looking for a sales representative who will uphold the values of our unique and purpose driven business model, exceed targets, and make bold moves that support innovative wins.

### **RESPONSIBILITIES**

- Outside sales planning, strategy, and merchandising
- Empower partnerships with diligent and informed communications to our Distributors, Brokers, Retailers, and West Coast REBBL Team
- Monitor and analyze creative sales tactics and report successful outcomes
- Train and Mentor Brand Ambassadors and Merchandising Team Members.
- Discuss and commit to 30/60/90 Goals
- Increase velocity and assortment in current doors and key retailers
- Acquire New Retailers and create new business opportunities through collaboration.
- Create, analyze, and execute innovative promotions

## **QUALIFICATIONS**

- Bachelor's degree preferred
- 0-3 years combined experience in a sales territory, activating new markets and/or working with key retailers
- A proven track record of result driven planning and project management
- Responsible, self-motivated, dependable, and fun
- 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 Suite preferred
- Spanish speaker 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, public transit, walk long distances, endure outside conditions year round lift 25-50lbs, have a valid driver's license and has dependable vehicle
- Ability to plan and organize (frequently-changing) schedule according to travel, and priority
- Exceptional leadership experience with the ability to lead and influence team members

Please submit resume and cover letter to Alex Evans, REBBL's Northeast Market Manager at [alex@rebbl.co](mailto:alex@rebbl.co), and David Clark, REBBL's Sales Manager - East at [david@rebbl.co](mailto:david@rebbl.co) with the subject line "(Your Name) – Metro Sales Representative - NYC"