

# Ms BROWN™

## Wholesale Sales Representative

Sydney, NSW

### Overview

Generate new business through pro-active outreach and ensure the Ms BROWN brand is represented in the right locations within appropriate branded stores. We're looking for a sales representative that's passionate and enthusiastic, who consistently brings new ideas and strives to achieve their goals. The ideal candidate will have an entrepreneurial drive, a determination to succeed and a problem solver attitude.

### Responsibilities

- Drive sales and ensure that weekly, monthly, quarterly and annual budgets are met
- Promote the brand's profile and identify new business opportunities
- Ensure the brand is represented in the right locations within appropriate branded stores
- Maximising sales with excellent product knowledge
- Develop long term customer relationships and retain customers for ongoing re-orders
- Pro-actively contacting customers, informing them of new arrivals and seasonal promotions
- Consistently following up on any leads to obtain sales in Australia as well as export opportunities
- Maintain high customer service standards
- Keep detailed logs of customer activity and purchase behaviour
- Providing feedback to management on bestsellers and consumer feedback
- Producing sales reports and participating in weekly team meetings

### Ideal skills and experience

- Be self-motivated, positive and enthusiastic
- Excellent communication skills, in particular your telephone and written skills
- Ability and motivation to achieve weekly, monthly, quarterly and annual sales targets
- Excellent people skills and the ability to build strong, long-term relationships with customers
- Strong work ethic with a can-do, self-starter attitude. You love to take initiative
- Ability to evaluate metrics and adapt methods and strategy as required
- Able to work independently
- Demonstrate great organisation, planning and time management skills

### Hours & location

This is initially a part-time role (three days equivalent) with the opportunity to work flexible hours and for those hours to increase over time if desired. Surry Hills office location (short walk to central station and many cafes) with option to also work partly from home if desired.

### About Ms BROWN

Ms BROWN creates garment care and body products in Australia using all-natural and certified organic ingredients. Ms BROWN launched in 2017 and has since been featured by respected publications such as *Elle Australia*, *Vogue Australia*, *Vogue Living*, *Harper's Bazaar*, *Gourmet Traveller* and more. The Ms BROWN collection is represented by a number of leading retailers including Lee Mathews and Joyce Beauty. [msbrownstore.com](http://msbrownstore.com)

**To apply**, email your CV to [alexandra@msbrownstore.com](mailto:alexandra@msbrownstore.com) with the job title in the subject.