

OPPORTUNITY SNAPSHOT

OneCoast has an exciting Territory Manager position available representing a multi-vendor line package that includes- *CAREN, CAUS, Jane Marie, Mary Square, Michelle McDowell, Primitives by Kathy, Woodstock Chimes, & the Grace Direct fragrance brands of Votivo, Bridgewater, Greenleaf, Notes & Willowbrook*- **to independent retailers in a territory for central Virginia that includes Richmond, Fredericksburg, Harrisonburg & Lynchburg, VA.**

ABOUT ONECOAST

OneCoast is an omnichannel wholesale sales and marketing company exclusively representing a limited number of leading vendors nationwide. OneCoast is committed to provide quality wholesale gift, garden, home, and fragrance products and to support independent retailers through our Territory Managers, inside sales team, marketing, e-commerce, and at our award-winning showrooms at the wholesale gift markets. With guidance from our core values, we believe in being passionate, progressive, and courageous. Those traits enhance our business model, services, and relationships. At OneCoast, doing business the right way is doing it with honesty, transparency, ownership, accountability, collaboration, integration, and fiscal responsibility.

TRAINING OVERVIEW

New OneCoast Territory Managers receive new hire training through a state-of-the-art learning management system and are teamed up with a veteran peer who will mentor them for their first 90 days.

REQUIREMENTS

Our Territory Managers represent wholesale vendors in the gift, fashion, baby, fragrance or home accessories industry. They are responsible for increasing sales in a territory by consulting and partnering with retail customers and supporting their evolving business needs with an omni-channel approach.

Duties/Responsibilities:

- Understand and utilize different omni-channels to generate sales
- Present a sales strategy to identify, understand and suggest products
- Utilize new sales strategies; i.e., Zoom, social media, etc., for connecting with the retailer
- Supports and utilizes company marketing campaigns
- Maintain accurate information of sales activities including appointments/drop-in, customer data, activities, and orders by entering information into company software, i.e., EMUN
- Utilize online training resources and complete ongoing education opportunities
- Attends major markets multiple times a year in the OneCoast showrooms and participates in other sales meetings

The ideal candidate will have:

- A valid driver's license is required
- 2-3 years of outside, or retail, sales experience
- Excellent organizational & strong problem-solving skills; high attention to detail
- Proficient with Microsoft Office Suite or related software to analyze your business
- Ability to work remotely from a home office and provide own equipment
- Ability to travel 75% of the time; may require some overnight stays

COMPENSATION & BENEFITS

OneCoast offers an excellent compensation plan including an initial Base Salary that converts to a Draw & then converts to 100% Commission, as well as a monthly expense allowance & the following benefit package.



Medical



Dental



Vision



Health Savings



Health/Dependent Care FSA



Life Insurance



AD&D



Short & Long Term Disability



401K



Domestic Partner



Vacation



Sick Leave



Holiday



Community Service

If you believe yourself to be that career-oriented committed self-starter, great at building relationships and creative, e-mail an attached resume to **Jobs@OneCoast.com**.