**Independent Sales Representative**

**Outdoor Market**

**Description:**Crane & Lion is an up and coming fitness/ fashion brand based out of Boston, MA.  We design a chic, versatile collection that pulls inspiration and structure from both the fashion and athletic worlds.  We offer a clean, streamlined look through subtle, on-trend color palettes, flattering style lines and thoughtful details.

Our pieces can be seamless additions to every woman’s closet as well as transition from the early morning workout to dinner with friends.  We want to inspire women to look good and feel good all while being comfortable with who they are.  We have recently been featured in [Well + Good](http://wellandgood.com/2014/12/04/the-fitness-fashion-brand-standing-out-without-being-flashy/) and [StyleBistro](http://www.stylebistro.com/Brand+Spotlight/articles/ZxSywtH9ute/Brand+Spotlight+Crane+Lion).

We are looking for experienced and passionate sales professionals that will work with our account manager to strengthen our relationships with existing customers and develop new business for all of our product lines.

Responsibilities:

* Develops new business for company within the Outdoor Market, as well as service existing accounts
* Educates the benefits and features of our product line to consumers and customer personnel
* Provides exceptional customer service.
* Writes, tracks, and reviews sales orders
* Monitors marketplace information on pricing, competitors, market opportunities, and shares with Sales Account Manager and team
* Interfaces with store owners to arrange for delivery and merchandising of our product
* Shares the daily duties, alongside the rest of the team, that support the sales process – Which includes completing a weekly sales reports
* Works with Sales Account Manager on additional projects as needed

Experience:

* A true “customer service” attitude, with strong, proactive skills
* 3-5 yr wholesale experience within the Outdoor Market
* Ability to work independently with strong follow through
* Ability to build and nurture relationships with customers and members of the community
* Excellent communication, time management, multi-tasking, organizational, verbal, written and presentation skills
* Basic computer skills: MS Office, internet
* Must have reliable vehicle and ability to travel within a designated area
* Bonus: If you love quality, fashionable clothes, you’ll enjoy the clothing stipend and discount!