

# Hydes Leather - Sales Associate Job Description



**Job title:** Sales Associate

**Nature of position:** Full Time

**Location:** Gastown, Vancouver, BC

**Start date:** March 20, 2018

## The Company

Hydes Leather is a supplier of original and authentic, automotive leather, delivered from tanneries in Europe directly to upholsterers and custom car builders, as well as architecture and hospitality clients around the world. We specialize in top quality European leather for luxury brands, and take pride in delivering a product that offers the highest quality, longevity and durability to our customers.

We are a growing team on an exciting journey and we are looking for a highly motivated and personable individual with a passion for relationship building and sales to join us.

## The Candidate and Responsibilities

The Sales Associate position is based out of Vancouver.

Hydes Leather is seeking to hire a Sales Associate to join their Vancouver team and focus on generating and managing the sales process. The opportunity exists for this individual to get great exposure into the Automotive, Architecture and Hospitality industries, and build a career with a dynamic, growing and reputable leather supplier.

Applicants for this position will have a personable demeanour, work well independently, be quick learner and problem solver, with a creative mindset. A passion for automobiles is a plus, but not essential. The candidate should have strong computer skills, experience with CRM, E-commerce systems, and various social media platforms.

In addition, the candidate will possess strong interpersonal skills and be expected to converse with a large network of our clients, to maintain strong relationships and attract new customers through initial contacts.

Hydes is a family oriented business. Our client relationships are critical to our success. We are looking for an individual with an excellent work ethic & attention to detail, with an ability to thrive in fun working culture. You can expect the opportunity for travel to social functions, trade shows, and industry networking events.

## The Sales Associates responsibilities will include:

- Telephone sales
- Customer support
- Managing the CRM system
- Generating new leads
- Strengthening existing and building new relationships
- Processing new orders

## Skills/relevant experience:

- Bachelor's degree, or post-secondary education with relevant sales & marketing training
- Skilled in Microsoft Word & Excel, CRM software, Online database software
- Minimum 2 years relevant sales experience

## Compensation

Base salary plus semi-annual performance bonus.

## To Apply

Candidates meeting the criteria above are encouraged to submit their resume with a formal cover letter and compensation expectations to [careers@hydesleather.com](mailto:careers@hydesleather.com), quoting "Sales Associate" in the subject heading. Please specify your success in previous roles. We thank you in advance your interest in this position.