



SALES ENGAGEMENT ASSOCIATE

Think about the first time someone recognized in you a spark, a talent you hadn't yet seen in yourself. Remember the way your heart soared when you felt the power of what you could do and be? At BeadforLife, we help women living in poverty experience that feeling by turning their spark into a fire of purpose. We support programs for women living in poverty by contributing to our sister organization, Street Business School, with the goal of reaching 1 million women by 2027.

BeadforLife is looking for a roll up your sleeves type of sales and relationship specialist to join our team who oozes positivity. In this role, you will foster relations with partners and advocates across many diverse communities including volunteers, web customers, wholesale partners, etc. You will reach out to our these colorful communities to build revenue and community growth. You'll find new supporters while supporting our supporters.

What we'll do for you:

- You'll be challenged, you'll be inspired, and you'll be proud to see your spark igniting the world
- You'll report to the Executive Director and work with other teams
- By supporting Street Business School via BeadforLife, your work will directly empower 1 million women to lift their families out of poverty

Responsibilities:

Sales + Outreach

- Identify new partners and communities, inviting them to engage with BeadforLife through its handcrafted products
- Create and implement sales strategies through outreach, continued follow-up and opportunity marketing
- Unveil upsell opportunities while interacting with customers and partners
- Develop presentation materials, together with the Executive Director, tailored to audience needs
- Participate in and create new opportunities for sales exhibitions, events and company experiences
- Create awareness! Engage, educate, and promote our products and mission
- Work towards budget and sales goals together with the Executive Director and provide monthly updates

Relationship Management + Communications

- Oversee our Community Partner volunteers to enhance the program and increase engagement
- Nurture relationships with customers, partners and staff
- Manage day-to-day relations for varying audiences/ advocates, creating and deploying outbound communications
- Gracefully handle the BeadParty, Community Partner, Wholesale and Web order customer and related process, including, but not limited to: registration, scheduling, order fulfillment and shipping, tracking, processing returns and communications
- Provide day-to-day team support, when needed

Qualities we are seeking:

- Positive, can-do attitude!
- Stellar verbal and written communication skills with a natural ability to diligently handle sales and customer processes, from lead development to product fulfillment, to encourage loyal and engaged supporters
- One to two years of experience in retail, sales, or merchandising
- Familiarity with CRM practices along with ability to build productive professional relationships
- Highly motivated and target-driven, with a proven track record in results and negotiation
- Persistence! ... not every point-of-contact is a sale...bouncing back will be key for this job
- Strong time management and organizational skills
- Proven ability to collaborate well with a team, and to work towards both individual and organizational goals
- Some knowledge of WordPress, Salesforce, digital marketing and systems adaptability is helpful
- An innate desire to make a difference in the world

Compensation/Hours:

This is a part-time position (15-20 hours per week) in our Boulder office. Compensation is \$15/hour. Hours may fluctuate, and longer hours, nights or weekends may be requested during peak season.

Please apply: Please send your resume to Jobs@BeadforLife.org with "Sales Engagement Associate" in the subject line.