

## Business Development Executive

Our growing company is in need of an experienced and resourceful Business Development Executive to develop and implement growth opportunities in existing and new markets. Sigma Beauty is searching for professionals that have a solid track record of creating long-term value for organizations. Successful applicants are leaders who understand how to leverage real data and capitalize on business trends and opportunities. B2B sales, marketing and strategic analysis are important aspects of the position, along with exceptional negotiation skills and the ability to bring new business to Sigma.

### Essential Duties and Responsibilities:

- Acquire notable wholesale accounts
- Research and identify new market opportunities
- Research prospective accounts, pursue leads and follow through to a successful agreement
- Implement and improvise sales process to attract new clients
- Build retail programs with clients and maintain long term relationships
- Foster a collaborative environment within the organization
- Work with senior team members to identify and manage situations
- Prepare and deliver presentations, proposals, and wholesale contracts
- Review and revise purchase agreements and routing guides
- Negotiate financial/contract terms to achieve a beneficial partnership

### Education and Experience:

- 3-5 years of sales experience in consumer goods and proven track record of opening new distribution channels
- Bachelor's degree
- Must be self motivated and independent with high commitment to succeed
- Excellent communication and presentation skills (via Skype, phone, and in person) – virtual presentation experience a plus
- Experience negotiating complex sales programs and strong understanding of vendor manuals and routing guides
- Proficient in Microsoft Office
- Desire to be in an entrepreneurial setting; ability to adapt in an ever-changing environment
- Local and non-local business travel required
- Global perspective and foreign languages preferred but not required
- Able to develop presentations and product assortments based on specific prospects
- Willingness to work in addition to standard office hours to accommodate prospect accounts and grow the business portfolio
- Beauty industry experience preferred but not required

What You Need to Be Successful:

- Strong communication and organizational skills
- Self-motivated personality
- Quick adaptability to change
- Detail-oriented mindset

\*\*Please note this position is required to work in office, located in the greater Minneapolis/St. Paul, MN area. Relocation packages are not currently offered\*\*