

SEA@SUMMIT

OIA Job Post on 9.21.2016

Position Title: Sea to Summit Field Rep

Sea to Summit is a fast growing outdoor gear company based in Boulder, CO. We supply innovative, award winning backpacking, camping, paddling and adventure travel gear with unparalleled customer service and a commitment to our retail partners to be one of the best companies they work with.

Sea to Summit has an excellent opportunity for a motivated, high-energy individual with great people skills to join our sales team as a Field Rep. This person will work closely with Sea to Summit's retailers and their employees across the country. They will be responsible for helping the retailer improve their merchandising presentation and with re-stocking as needed; they will provide effective product knowledge clinics for their staff and will do in-store demos and work special events with the goal of enhancing the consumer experience of Sea to Summit. Field Reps may also travel to regional trade shows and consumer events to support our sales team's efforts throughout the year.

This role requires approximately 150 days of travel per year, with extended periods during peak spring and summer months. The work schedule during travel periods may frequently include evenings and weekends, so flexibility is key.

There are two positions available: one will be based from Sea to Summit's Boulder CO headquarters and the other will be based in our Portland, OR office.

This is an entry-level position and salary is commensurate with experience. Benefits include health insurance, 401K, paid vacation and holidays and a fun and flexible work environment.

Tasks and Responsibilities

- Schedule and deliver highly informative and professional product knowledge clinics
- Provide excellent visual merchandising and re-stocking support in stores
- Offer outstanding customer service and support at a store level
- Work closely with territory sales reps to meet service goals
- Regularly communicate opportunities and feedback received from retailers to the sales team and independent reps.
- Provide detailed follow up and information from retail visits
- Handle retailer questions or issues in a professional and timely manner
- Provide excellent merchandising and sales support for national, regional and consumer shows as required

The ideal candidate:

- Should be passionate about the outdoors and creating authentic experiences with retail staff
- Has at least 2 years of retail experience (preferably in the outdoor industry)
- Will have a strong understanding the technical aspects of outdoor equipment and technology
- Is highly organized and has excellent time management skills
- Is dependable and has proven track-record of delivering great customer service and support
- Has retail merchandising experience and an ability to create well organized and compelling product displays
- Has experience speaking to groups and/or providing instruction and technical training to retail staff
- Has a clean driving record and valid driver's license
- Is motivated and ready to be part of a hard working team
- Is able and willing to travel by car (provided by company) or by air approximately 150 days per year to visit stores and attend events