



Open Territory

Charles River Apparel, a growing successful outerwear company and industry leader is seeking a sales representative to handle the Pacific Northwest. The Company sells its products through outside Sales Representatives with exclusive territories in the United States. Our thriving business sells to distributors in ASI/Corporate, Uniform companies, and Specialty Retail.

With great pride and appreciation, we were recently awarded the ASI Supplier Family Business of the Year Award by our nationwide customers. We are dedicated to providing premier quality outerwear, outstanding customer service and a pledge to sound corporate strategies. Our products continue to be features of high profile events including the Super Bowl, Olympics and The Ryder Cup. We are determined to be the absolute leader in commitment to our customers, to our employees and to the superior quality of our products.

Charles River Apparel is seeking an ambitious, highly motivated, and innovative Sales Representative to sell our quality product line. The ideal candidate will know how to “close the deal,” be a self-starter and have the ability to maintain and substantially increase the existing customer base. This individual must be capable of working independently with little supervision, possess an upbeat attitude and the ability to SELL. This is an excellent opportunity for a conscientious sales driven person. We offer **unlimited income potential to those that are comfortable with a commission based career.**

Qualifications/Requirements:

- Proven track record of selling success with an ability to adapt to dynamic market segments.
- 3+ years of direct sales experience preferred calling on multiple accounts, focusing on sales development and relationships.
- Must possess outstanding communication, presentation and negotiation skills with the ability to persuade and influence others.
- Ability to work in a fast paced, demanding & numbers driven environment while being able to think on your feet and be a creative problem solver.
- Must be willing to travel 4-5 days per week throughout the region on a regular basis. Frequent overnight travel may be required.
- Understands how to initiate, manage and develop large and small company business, while possessing meticulous follow up and follow through.

- Must sell consultatively and make recommendations to prospects and clients on the various solutions CRA offers to fulfill their needs.
- Candidate must be technology proficient and adopt all technology associated with the sales role. Inc Microsoft Office and working with CRM systems.
- Position requires constant lifting and handling of product line.
- Candidate must adhere to all company policies, procedures and code of ethics while representing the company in a professional and honest manner at all times.
- Maintain contact with all clients to ensure only the highest level of customer satisfaction exists.

Charles River Apparel is an equal opportunity employer

If interested, please send your resume to rcorvalan@charlesriverapparel.com.