

Position Profile:

The Sr Sales Account Executive is responsible for developing and implementing sales plans that achieve the annual sales objectives established for Thymes & Capri Blue Direct and International Accounts and overseeing the execution of sales initiatives to ensure sell-through. Special emphasis is placed on growing this part of CURiO's business by identifying and securing new, multi-door national/regional retailers that offer the opportunity to build Thymes' brand awareness and add significantly to top-line sales.

Work Responsibilities:

Annual Sales Plan: Execute the annual Sales Plan to achieve the company's short and long-term goals for growing CURiO sales by business category and distribution.

Direct Sales Sr Key Account Management:

- Execute sales plans that achieves CURiO sales objectives for assigned Direct (domestic) and International Accounts.
- Identify and lead sales growth opportunities with existing accounts (ie brand and category expansion).
- Directly contact Direct/Key Account Buyers and International Distributors on a frequent basis to establish and nurture partnership.
- Vet all prospective international partners via US Commerce department, Gold Key Services.
- Effectively present CURiO brands, fragrance collections, pricing, and other company policies and programs to gain shelf-space and grow sales.
- Stay informed on each Direct Account's business plan and operational requirements so that CURiO manages business appropriately both internally and externally, (i.e.) present new products and promotions at the appropriate time, assign discounts correctly, implement special handling, etc.
- Maintain accurate records by Account, including contact and relationship history.
- Keep management informed on the status of each account.

Direct Sales Key Account Prospecting:

- Identify, prospect, and secure new Direct Domestic Channel Domestic and International Channel Distributors that appropriately build CURiO brand awareness and add to top-line sales.
- Research and analyze prospective Direct Accounts and International Distributors. Present new opportunities to management.
- Understand the implementation requirements and ongoing needs of new Direct Accounts and International Distributors.

General Responsibilities:

- Supports CURiO Cornerstones and strives for individual leadership by using cornerstone behaviors in the workplace and in daily decision making.
- Follows all policies and procedures of the company. Works cooperatively with all departments, maintaining a positive work atmosphere by acting and communicating in a manner that promotes cooperation with co-workers, supervisors, and managers.
- Actively seek individual development through taking advantage of opportunities for skill enhancement. I Keep up to date with the latest best practices, trends, concepts, and regulations in the specific job area.
- Manage time effectively, meet personal goals and work effectively with other members of the team to meet CURiO goals.
- Follows all safety guidelines and polices. Makes supervisor/manager immediately aware of any observed safety issue. Keeps work area clean, safe, and organized.

Position requires extended work hours as necessary to meet seasonal deadlines. Performs other work as assigned.

Minimum Qualifications

- Bachelor's Degree or equivalent experience
- Three years' work experience in a direct / key account sales program role

Computer and/or software qualifications:

- Basic level of proficiency in Microsoft Excel, Microsoft Word, Power Point

Core Competencies:

- Strong and professional communication and correspondence skills.
- Ability to listen and interpret from customer conversations.
- Strong attention to detail with ability to organize and prioritize multiple resources and ensure on-time completion in a fast-paced environment
- Ability to demonstrate flexible and efficient time management and to appropriately prioritize workload based upon organization or departmental needs, both individual and team.
- Excellent interpersonal skills; clearly and efficiently communicate
- Critical thinking and problem-solving skills
- High degree of tolerance for stress and uncertainty
- Ability to work under constant deadline pressure and manage multiple projects across multiple lines of business
- Ability to work collaboratively and building strategic relations with coworkers, vendors and/or customers.
- Must be an individual of high energy, positive attitude and a proven track record of getting results.
- Ability to communicate and interact effectively with managers, co-workers, customers, vendor and other partners.
- Ability to maintain and protect company proprietary information

Preferred Qualifications:

- Experience in the specialty gift, department store or prestige/chain beauty distribution channels

Preferred Competencies:

- Knowledge and affinity for fragrance in general and personal care and home fragrance products, specifically

Travel Requirement: Up to 25%

Working Environment and Physical Demands:

- General office environment: Works generally at a desk in a well-lit, air-conditioned cubicle/office, with moderate noise levels.
- Ability to sit for hours at a time, viewing computer monitor on a constant basis. Some walking and standing relative to interaction with other personnel.
- Occasionally required to lift and/or move items weighing 10 – 15 pounds.
- Occasional exposure to dusty and fragrant conditions, varying temperature levels, work near moving mechanical parts, and high noise environments is possible.

*** Note: This job description does not restrict CURIO's right to assign or reassign duties or responsibilities to this job at any time. This document does not create an employment contract, implied or otherwise. It does not alter the "at will" employment relationship between the company and the employee.*