



## **SALES AND MARKETING ASSOCIATE**

Overview: School House is a new collegiate apparel brand bringing living wage, fashion forward merchandise to universities across the country. The company is seeking individuals to join its freshman class of traveling salespeople. The position is ideal for a highly professional, personable, outgoing individual interested in joining a tight-knit team at an emerging ethical fashion brand. Ability to travel 75% of the time is required, prior sales and marketing experience is not.

Location: South/Southeast, Northeast, Mid-Atlantic

Responsibilities:

- Meet and exceed sales goals at 10+ university campuses across a multi-state region
- Generate, maintain, and strengthen relationships with university clients/store buyers through a deep commitment to customer service principles
- Track inventory sell-throughs by product/SKU, size, design, etc. to discern sales trends and improve brand performance
- Communicate and pitch company mission, story, and product to a diverse clientele
- Making recommendations to current & prospective clients that will benefit their unique needs & retail environments, through tailored sales consultations & creative problem solving
- Gather market knowledge and data about SH and competitors
- Lead on-campus marketing initiatives (i.e. fashion shows, promoting School House speaking engagements) as needed/directed by School House HQ
- Maintain close and constant communication with National Sales Manager
- Keep accurate, thorough record of all sales and marketing activities including calls, presentations, closed sales, and general communication
- Join the Team - Be an active contributor to a socially responsible business that values creativity, commitment, and team player approach

Send resume and cover letter addressing the following:

- 1) Why are you an ideal candidate for this position?
- 2) What is a relevant experience you've had that demonstrates your sales and marketing potential?
- 3) Why are you interested in working for School House?

**APPLICATION DEADLINE: JUNE 11, 2010**

Must be available for interviews in June and July, job starts July 26th.

Email application materials to [INFO@SHOPSCHOOLHOUSE.COM](mailto:INFO@SHOPSCHOOLHOUSE.COM)

Questions? Call Katherine at 919-687-4000. Visit us on the web at [shopschoolhouse.com](http://shopschoolhouse.com).