

Block Party Studios, Inc.
1503 West K Ave
Nevada, IA 50201-7999
USA

03/16/2011
PH: 515-382-3150
FX: 515-382-3158
www.blockpartystudios.com

Position: Regional Sales Representative

This is a part-time (15-20 hours/week) phone sales position dedicated to generating sales to wholesale customers and delivering exceptional customer service. Calls are made to current customers, to potential customers who have made wholesale inquiries and to independent quilt stores. The regional sales representative works as an independent contractor and can be set-up as a home-based business. There is also the possibility of staffing regional & international wholesale markets.

Accountable for:

- Increased sales volume in designated geographic area
- Targeted contact with current & potential customers
- Delivering exceptional customer service
- Coordinating order fulfillment with Production & Shipping
- Problem-solving
- Customer complaint resolution

Accountable to:

- General Manager
- BPS Customers

Required Aptitudes:

- Knowledge of quilting and sewing
- Organizational skills
- Strong interpersonal communication skills
- Business writing skills
- Demonstrated dependability
- Ability to "seal the deal"
- Self-starting
- Attentive to detail
- Computer literate include basic spreadsheet capacity, internet, and social networking navigation.

Required Attitudes:

- Enjoy selling
- Team player
- Achievement motivated
- Desire to meet customer expectations
- Desire & capacity to learn all aspects of business

Compensation: Hourly stipend & commission on orders payable upon customer payment. Bi-Weekly pay periods.

Email cover letter & resume to jobs@blockpartystudios.com