



## Sales Executive - Promotional Products

at StickerYou  
Toronto, Ontario

### About StickerYou

StickerYou is a global e-commerce leader in custom-printed, die-cut products that empower businesses and consumers to create professional-grade materials for marketing, packaging, décor and personal expression. Founded in 2008, StickerYou is an influential e-commerce trendsetter, using proprietary die-cut technology to create customized stickers, decals, iron-ons, badges, patches, labels, magnets and more in orders of one to hundreds of thousands.

Fueled by a creative and passionate team, StickerYou is dedicated to growing the most engaged and talented people in Toronto, Canada.

### The Role

The "Sales Executive - Promotional Products" position will help grow promotional products distributor channel sales for StickerYou. This role enables StickerYou to continue to be a fast-growing supplier to distributors and resellers in the US and Canada. This person will seek out relationships with large and small distributors, and multi-line Reps to scale up the lead generation for promotional product sourcing that StickerYou can uniquely deliver against. This position will analyze the most cost-effective marketing and sales communication tactics, and execute creative communication solutions to the channel. This position will be a front-line communicator who quickly ideates and executes product solutions for clients across North America.

### Your Key Attributes

**You are results oriented.** Micro managing isn't our thing, so you are someone is driven by winning and achieving growth.

**You have a high level of initiative.** You don't wait to be asked, you see an opportunity to develop and better the business and you do something about it. You are able to foresee what needs to be done and execute on it without much guidance.

**You love to be organized.** You proactively plan ahead to make sure all the boxes are checked and have your own way of ensuring the work gets done.

**You have a positive attitude and are always looking to help out.** You have a sunny, welcoming personality and have the innate response to always help out teammates.

**You have some experience in a fast-paced sales environment.** You have a proven track record in driving revenue for a results-driven sales team and can leverage this experience to support the growth of StickerYou's sales team/operations.

## **Skills**

This opportunity requires a person with a proven success in the Promotional Products industry (ASI and/or PPAI). It requires an outgoing personality that is driven to enlighten customers on innovative product marketing and packaging solutions. This person is a blend of operational smarts and creative juice that can effectively communicate a value proposition that StickerYou uniquely brings to the market. The candidate is an analytical and innovative thinker while being a problem-solving doer. They can work on multiple projects with speed, but remain highly organized. The person should have a Bachelor's degree. Experience in the printing industry and/or a graphic design background is a plus. A competent understanding of Sales Force or other CRM software is a prerequisite. Some travel is required. A positive, influential and passionate approach to business and people is mandatory. Other characteristics that are central to our StickerYou people values are: Honesty, Ingenuity, Accountability, Flexibility and Likability.

## **Reasons to work at StickerYou:**

- A high-growth company
- Strong leadership team
- Company-wide positive energy that's infectious - people enjoy coming to work every day!
- Fast-changing environment with ample learning and growth opportunities
- Growing a global Canadian brand
- Strong corporate vision to make small companies "Better"
- Ability to serve a large variety of small and medium sized businesses in many segments
- Canadian company with local manufacturing thereby supporting our local economy
- Experience with cutting edge e-commerce and customization technology
- Fun work atmosphere including beer Fridays, goal-hitting pizza days, etc.

If you're interested in applying for this position, please send your resume to [careers@stickeryou.com](mailto:careers@stickeryou.com)