



## Sales Executive - New Business

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 position will spearhead **new customer acquisition** for StickerYou's unique custom labels and other print solutions. This person will seek relationships with SMEs ordering small-to-medium run sizes. This position will be a front-line communicator who quickly ideates and executes product solutions for clients across Canada & the United States.

### Your Key Attributes

**You are results oriented.** Micro managing isn't our thing, so you are someone who 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 an outgoing personality that is driven to enlighten customers on innovative packaging solutions.

**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 & Requirements**

- Book of business and proven success in packaging and/or label sales
- Minimum 3 years sales experience in the space
- Bachelor's Degree required
- Must be comfortable with daily cold calling and meeting monthly targets
- Currently managing at least \$800,000 in annual sales
- Must have developed at least 50% of current sales through cold calling
- A strong blend of operational smarts and institutional knowledge of the industry that can effectively communicate a value proposition that StickerYou uniquely brings to the market
- Experience in the printing industry is required
- A competent understanding of Salesforce or other CRM software
- Some travel may be required

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

- Compensation packages include base salary, generous commission package, health, dental & paramedical benefits, flex hours, etc.
- 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)