



Sales Coordinator

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

Working in StickerYou Inc.'s Sales team, the Sales Coordinator is responsible for identifying customers' needs and order information to assist the team in converting inbound leads to work towards the team's monthly targets. Reporting directly to the Sales Supervisor, the Sales Coordinator will ensure accurate data is collected and entered into various systems. The ideal candidate is extremely detail oriented, organized and a problem solver who is able to apply critical thinking skills to a vast range of scenarios to provide customer-centric solutions. This role relies heavily on a strong ability to communicate clearly and ability to handle deadlines in a fast paced environment.

Your Key Attributes

You are results oriented. Micromanaging 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 supporting a results driven sales team and can leverage this experience to support the growth StickerYou's sales team/operations.

You have strong technology and design tools experience: You have experience working with MS Office, CRM tools and Adobe Illustrator.

Your Key Responsibilities

Organizational Skills and Administrative Wizard. You will be responsible for uploading and maintaining clean, accurate data in CRM software and spreadsheets. Strong organizational skills will allow you to streamline processes to help us run an efficient sales operation.

Design skills: Your basic Adobe Illustors skills will allow you to accurately upload customer orders into print ready files. Your basic understanding of design tools will allow you to troubleshoot if files/artwork do not meet StickerYou standards.

Customer Centric: Your focus on providing exemplary customer experiences will keep loyalty and retention top of mind. Your active listening skills will allow you to bring forward the best solutions for our customers

Strong Communicator: Your above average communication (written and verbal) and collaboration skills will allow you to keep sales teams and management in the loop on issues and/or new ideas. Continuous improvement is something that you will always strive for.

Aptitude for learning: You are a quick learner who takes every opportunity to find new and better ways to do things. You will quickly ingest StickerYou product knowledge and develop the skills to effectively communicate our offerings to prospective customers

Required Education, Skills, Experience & Competencies:

- University or College degree
- Experience working in a sales department preferred
- High attention to detail
- Proficiency with Microsoft Excel required
- Proficiency with Salesforce a plus
- Passion to learn and drive for results
- Ability to work in a fast-paced environment
- Go-getter attitude with an outgoing and likeable personality
- Entrepreneurial, customer-focused mindset
- Team Player: A team is stronger than the sum of its parts

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.

About StickerYou:

StickerYou is a leading global e-commerce company for custom die-cut products such as stickers, labels, decals, temporary tattoos and more. Our proprietary platform infuses proprietary automation technology and creativity to empower anyone to make the best custom products in any size, shape and quantity. Business and consumers can make their marketing, packaging, décor or personal expression professional grade. We believe in the enormous power of customization. We are a smart, creative, and passionate group dedicated to growing the most talented and engaging people in Toronto, Canada. We are a global company utilizing software and advanced digital manufacturing. We proudly make custom products locally. We make what matters stick!

If you're interested in applying for this position, please send your resume to careers@stickeryou.com