



Sales Associate

Good Paper

Full-Time, San Francisco, CA

Good Paper is a for-profit social enterprise that seeks to create jobs for society's most vulnerable through products that delight consumers and connect people around the world in our shared humanity. Our cards are made by women who have escaped human trafficking in the Philippines and young adult orphans from the Rwandan genocide. Our products can be found in 1,400+ retail locations throughout the US, including Whole Foods Market, Paper Source, and Berkeley Bowl.

The ideal Sales Associate is passionate about social enterprise and the Good Paper mission; enjoys working in a fun and challenging startup environment and is willing to be involved in every aspect of the company.

Responsibilities:

- Prospecting, pursuing and closing new retail partner accounts
- Manage mailings of samples and catalogs to retail prospects
- Handle and close inbound leads whether via website, email or phone call
- Attend and close accounts at trade shows and help improve trade show processes and infrastructure
- Relay customer feedback on messaging, products, catalog, etc. to help inform activities listed below:
- Assist with development of new messaging, promotional ideas, objections development and market segmentation and targeting
- Assist in development and optimization of email marketing campaigns

Requirements:

- Bachelor's degree in a business, communications, or other sales-related field
- Excellent speaking and presentation skills in-person and over the phone
- Excellent customer service and listening skills in-person and over the phone
- Great organizational and time management skills
- Passion for social enterprise and mission-driven businesses
- Ability to work both independently and in small groups
- Focused go-getter who knows how to get things done

Preferred:

- Previous CRM experience (Salesforce, Zoho, etc.)
- Previous experience selling products in-person and/or over the phone
- Previous experience in startup working environment and/or social enterprise
- Previous Excel experience

Please send a cover letter and resume to careers@goodpaper.com.