



201 126 West 3rd Avenue Vancouver BC V5Y 1E7

About Halfmoon:

At Halfmoon we've been producing awesome yoga and meditation gear for over 20 years and we're proud of it. Our business was born from our passion for yoga and it's at the heart of what we do. Over the years we've seen the world of yoga change dramatically, but one thing has stayed the same: our love for the practice and the community that comes with it.

We look for people who are values-driven, highly motivated and goal-oriented. Who work smart, work well as part of a team and love a job well done. We also appreciate a sense of humour.

Summary:

As Sales Manager of our growing company, you'll not only be working with the managing partners to drive the overall sales strategy and goals, you'll also be developing new business and maintaining existing accounts. You are a big thinker who has broad reach—someone who can fly at 30,000 feet while delivering down to the inch.

You'll also provide leadership to an existing sales staff of 2 while helping to build the national sales team as we continue to grow. Your leadership will drive us to achieve maximum profitability and growth in a way that aligns with our company's vision and values.

Experience:

We're looking for a seasoned professional who has managed and mentored highly successful sales teams. The ideal candidate loves selling, loves the idea of untapped potential and has no fear. Someone who thinks strategically, but can also open doors and create new business. Someone with a lot of marketing savvy who also 'gets' yoga—who ideally has a regularly practices yoga (preferably using yoga props).

Qualifications:

- Experienced sales professional with at least five years managing a sales team
- Proven success in growing sales and meeting targets
- Team player with demonstrated marketing savvy
- Resourceful and creative self-starter with excellent time management and organizational skills
- Brilliant communication and interpersonal skills, able to network and inspire
- Able to bring optimism, enthusiasm and humour to work
- Appreciates integrity, teamwork and is seeking true excellence—all values shared by our team
- Familiarity with consultative selling methodologies
- Yoga experience or knowledge and appreciation of yoga culture

Responsibilities:

- Develop and implement a sales plan that is in line with our marketing initiatives and strategic plan
- Meet or exceed established goals for both sales and profit margins
- Provide company-wide sales leadership, prepare action plans, mentor and manage sales team (2 people)
- Meet regularly with managing partners to update on progress and propose ideas and solutions
- New business development through cold calling and prospecting
- Manage existing accounts and relationships
- Devise creative ways to build partnerships with existing and potential clients that create other channels of business
- Engage our yoga tribe by fostering relationships through sales activities, social media and industry events
- Work closely with marketing to effectively design outreach campaigns that increase sales and deepen relationships

Salary is based on experience but the range is around \$55-\$60K. Commission is negotiable and performance based. Please email a cover letter along with your resume to info@progressivecareers.ca

Please email a cover letter along with your resume to info@progressivecareers.ca

We thank all of those who apply for their interest; only those who are shortlisted will be contacted. No phone calls please.