



Nothing wasted. Everything gained.™

Sales Associate – Available Immediately

Preserve – Waltham, MA

Have you ever found a product or brand that you rave about and share with others? Do you lead a green lifestyle and have a passion for making a positive impact on the environment? Do you want to work at a fast-growing, game changing company? Do you have the confidence to be in an incentive-based role?

Job Description

Preserve is seeking a high-energy, self-motivated, multi-tasker to join the team that is spurring our growth. This position will provide the opportunity to work closely with the entire team and be a part of a unique, mission-driven company.

The primary responsibilities of this position are:

- Collaborate with the sales team to assess and prioritize new channels and business development opportunities.
- Introduce Preserve to retailers in key growth channels.
- Develop relationships with new Preserve retailers.
- Manage relationships with Preserve’s existing retailers in select channels.
- Manage outside broker partners as appropriate.
- Provide monthly executive summary with channel sales data and specific account challenges and successes.

This is an excellent opportunity for an individual interested in helping to build a fast-growing, entrepreneurial company. Creativity, organization, independence and accountability are essential.

Qualifications

- College graduate with strong communication skills
- Proven ability to establish and accomplish goals
- Diligent follow-up and record keeping abilities
- Interest in environmental issues preferred
- Past sales experience preferred
- Experience in natural, mass, grocery or specialty channels of trade a plus
- Familiarity with MS Office Suite

About Preserve

Preserve is the leading maker of performance driven and stylish 100% recycled household products, including the Preserve toothbrush, razor, tableware, and the award-winning Preserve Kitchen line. Preserve is powered by the recycling efforts of individuals and companies collecting #5 plastic—such as yogurt cups and other common household containers—via Preserve’s Gimme 5 program. The Gimme 5 program collects and transforms #5 plastics into new Preserve products; all recycling and manufacturing is done in the USA. Preserve empowers consumers to make everyday choices that are better for the earth while offering real solutions without compromise.

Preserve is the #1 selling brand in its categories in the natural grocery channel and sells in a number of other channels including supermarket, drug, and specialty. Preserve products are available at over 7,000 retail locations nationwide, including all Whole Foods Market and Target stores and a variety of other retailers. For more information, visit www.preserveproducts.com.

Preserve is located in Waltham, MA, accessible by commuter rail and bus.



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Compensation

This position will be compensated at a 10% commission rate. Our current sales channels include Grocery, Natural, Online and Specialty. We see a great opportunity to present to several new channels of trade including – Dental, Office, B2B, Institutions, Home Improvement, Hotel and College. We are confident that there is a very good opportunity for a creative and hard-working sales person to make over \$40K in commissions. There is no limit on your potential income.

To apply

Email resume with cover letter detailing why you have the experience to succeed in this opportunity to hr@preserveproducts.com. Please put your name and “Sales Associate” in the e-mail subject line. Resumes without personalized cover letters will not be considered. No phone calls please.