



Eye 2 Eye is on a mission to empower Black communities to reclaim their global space. By establishing greater ownership of our supply chains, we seek to economically rebuild self-sufficient communities domestically and abroad, enabling them to reclaim their roots from soil to soul.

In the Beauty and Personal Care space, Eye 2 Eye seeks to increase Black ownership and influence in the cosmetic industry by engaging in the wholesale trade of high quality, ethically sourced, African cosmetic ingredients. In doing so, Eye 2 Eye empowers Black communities by: (1) working exclusively with African suppliers that engage in socially responsible (and not exploitative) practices and increasing these suppliers' access to global markets; (2) offering Black-owned beauty brands a reliable supply of high quality, competitively priced, ethically sourced cosmetic ingredients; and, (3) ultimately improving Black consumer access to safe cosmetics.

Eye 2 Eye is looking for passionate, self-motivated individuals to support the sales function of the company's Beauty and Personal Care division at a leading B2B beauty trade show held in Las Vegas. Successful candidates will gain valuable sales training and firsthand sales experience, while showcasing their interpersonal skills and supporting a Black-owned business that is aggressively driving to build economic empowerment for Black communities in America and around the world. Successful performance in this temporary role may lead to opportunities for permanent employment.

Sales Representative Job Responsibilities:

- Understands, believes in, and strives to realize the mission of the company;
- Attends mandatory pre-event sales training and diligently studies all sales materials in preparation for event;
- Demonstrates professionalism and customer orientation, while accurately representing the company and its interests to trade show organizers, exhibitors, and visitors;
- Initiates contact and engages in direct conversation with thousands of trade show visitors to produce sales-ready leads;
- Learns the challenges and needs of prospective customers and effectively pitches the company, its products, and its social impact as the perfect solution;
- Accompanies sales-ready leads back to the company booth for more information, to sample product, and to place orders;
- Closes sales and guides customers through order/payment process;
- Collects detailed contact information for prospective customers and other relevant industry stakeholders who require follow-up; and,
- Other duties as needed.

Work Hours & Benefits:

This is temporary position from August 29-31, 2021. For the three days' work, the successful candidate will receive a base pay of \$300 + up to \$5,000 in commissions*. In addition to two hours of pre-event training (Zoom or in-person), the successful candidate can expect to work the hours outlined below. The work will be performed in-person in Las Vegas, Nevada.

- Sunday, August 29, 2021 (9:00am to 5:00pm)
- Monday, August 30, 2021 (9:00am to 5:00pm)
- Tuesday, August 31, 2021 (9:00am to 3:00pm).

**Commissions are calculated as 5% of net sales for confirmed orders submitted at the event associated to leads generated by the sales representative up to a maximum of \$5,000. All amounts listed are gross.*

Base Qualifications:

- Results-driven with a strong work ethic
- Self-motivated and able to work with limited supervision
- Excellent English communication and presentation skills
- Strong interpersonal skills and customer orientation
- Able to educate, persuade, and negotiate
- Creative problem solving and critical thinking
- Flexibility, adaptability, and ability to learn quickly
- Ability to balance multiple priorities and to meet targets and deadlines
- Team player and collaborative spirit
- Organization and attention to detail
- Professionalism and punctuality
- US Citizen or Permanent Resident
- Based in Las Vegas (or willing to travel at own expense)

Preference will be given to individuals with any of the following:

- Sales and marketing experience
- Customer service experience
- Market research and analysis
- Beauty industry expertise

Education, Experience, and Licensing Requirements:

Bachelor's degree (or enrolled in 3rd or 4th year of undergraduate degree program) or equivalent

To Apply:

Interested candidates are asked to submit an online application by **Sunday, August 15, 2021:**

<https://forms.gle/iJQNRm17gVzv1kkn8>. Please note that the application will require candidates to attach their resume along with a short video of themselves (maximum 60 seconds) answering the following questions:

- (1) Who are you?
- (2) Why do you think you're the perfect candidate to represent Eye 2 Eye?
- (3) How will you convince trade show visitors to source their cosmetic ingredients from Eye 2 Eye?

Qualified candidates will be contacted for interview. Please note that there are limited vacancies for this position. Applications will be processed as they are received, on a first-come first-served basis, so we encourage you to apply as early as possible. For more information on Eye 2 Eye, please visit www.eye2eyeglobal.com or follow [@eye2eyeglobal](https://twitter.com/eye2eyeglobal) on all major social platforms.