



**Sales Specialist, Juvenile Consumer Products (on-site)**

**About the Job**

Established in 1999, Trebco Specialty Products is a leading juvenile products company marketing and selling the award winning WubbaNub brand. They are unlike any pacifier in the market – easy to grasp, impossible to lose, and instantly comforting and trusted by families. It is baby’s beloved toy and very first friend and as such has unlimited growth potential. It’s no accident that babies and parents love their WubbaNubs. With more than 10 million WubbaNubs sold, the brand has become trusted, adored and relied upon by millions of parents. WubbaNubs are baby tested and hospital approved. WubbaNub pacifiers were quickly adopted by hospital neonatal intensive care nurses to soothe newborn babies nationwide. Their glowing testimonials continue to build the brand’s trustworthy reputation while introducing new parents to the WubbaNub brand.

Trebco Specialty Products is headquartered in Milford, CT and is seeking a motivated, results-oriented Sales Specialist to expand our specialty business and help grow our market share. We are a small and healthy juvenile products company. If you are looking for an opportunity to make an impact on a high growth potential and entrepreneurial company in the Juvenile products industry, this is an excellent opportunity for a dynamic professional with mid-level experience to join a great team, advance your career and be part of building the company for the future.

**Position Summary:**

The Sales Specialist will manage our specialty/boutique channel, online commerce site, as well as manage relationships with outside sales reps. This role supports the Director of Sales as needed. Main duties include inside account management, lead follow up through cold-calling, outside sales rep support and full ownership of tracking sales performance in the specialty/boutique channel.

**Qualifications:**

This position will require experience in the consumer product space, preferably in the juvenile or plush categories. The ideal candidate will be resourceful and thrives in an entrepreneurial environment. Additionally, they will have a strong understanding of the sales process and excel at generating leads, and building relationships. We’re seeking a quick learner who has strong listening and negotiating skills as well as an ability to showcase our assortment in a compelling way. Candidate should be able to stay organized and focused in an environment that requires agility, prioritize tasks based on return, and manage time efficiently.

Trade show or showroom experience in gift, toy or kids fashion is a plus.  
Contacts or relationships in boutique/specialty stores in the gift or baby retail channel a huge plus.  
Microsoft Excel proficiency required. Experience with inventory management software a plus.



## Role Objectives

- Represent our brand and products by developing comprehensive knowledge of its offerings
- Maximize sales performance through strong relationships with customer and awareness of their needs and type of business
- Achieve weekly, monthly, and annual sales and activity quotas
- Generate leads by committing to customer service and building relationships
- Adjust sales techniques according to interactions and results based on customer feedback
- Conduct insightful research of markets and competitors

## Responsibilities

- Make cold calls or perform warm outreach, using “creative” thinking to develop new and unique sales tactics
- Engage with customers on inbound calls as well as incoming emails
- Develop and maintain thorough knowledge of the brand and products, understand consumer needs, and identify how our solutions
- Generate leads and grow existing relationships by maintaining an accurate, detailed client book for an active, repeat customer base
- Manage outside/3<sup>rd</sup> party sales reps
- Collaborate with internal WubbaNub product, operations, and marketing teams to facilitate new initiatives
- Manage collateral, ecommerce site & assets needed for successful outreach such as catalog, sell sheets & sales presentations
- Provide key inputs for account-specific demand planning
- Onboarding of new accounts across channels
- Internal & external sales analysis to identify opportunities
- Work closely with the team to ensure all new item launches and initiatives are executed across accounts and channels
- Coordination of tradeshow and/or attendance

## Qualifications and Required Skills

- 3-5 years of Direct Sales and Account Management background in baby/infant/toy category or consumer products
- Experience and proven success with cold calling
- Proven success in achieving aggressive sales goals
- Experience managing multiple rep/distributor group networks
- Trade show or showroom experience in gift, toy or kids fashion is a plus.
- Contacts or relationships in boutique/specialty stores in the gift or baby retail channel a huge plus.
- Microsoft Excel proficiency required. Experience with inventory management software a plus.
- Experience scaling a brand and pioneering retail sales a huge plus
- Ability to travel when necessary

**Compensation & Benefits**

- Competitive annual base salary based on proven experience
- Annual performance bonus
- Competitive medical / 401K package
- Vacation and Holidays

Apply and build your career with Trebco Specialty Products!

**Industry**

Consumer Products

Juvenile Products

**Employment Type**

Full-time

**Job Functions**

Sales

Cold Calling

Account Management