

## NIKITA SALES REPRESENTATIVE – MULTI TERRITORY

Location/Territory: MULTI – TERRITORY

Experience: 3 years

Rate: N/A (Contract)

**TO APPLY: Please select the territory you would like to apply for. You will be directed to a separate link with the job application.**

**PLEASE NOTE: You will need to complete a separate application for each territory you wish to apply for.**

[Midwest](#)

[Northeast](#)

[Northwest](#)

[Northern California](#)

[Southern California](#)

[Southeast](#)

[Southwest](#)

### **Job Description**

NIKITA, for Girls Who Ride, is seeking an experienced snow/skate/surf Sales Rep with an established account base and a minimum of 3 years of experience selling footwear, apparel and/ or skate, surf, snowboard hardgoods. The ideal candidate loves and lives fashion and action sports and is culturally fluent in all things related to youth and action sports (music, art, social).

Nikita is an established and leading brand in the European Action Sports market, seeking to expand our reach in the U.S., and is now a part of the Amer Group, parent company to Bonfire, Salomon, Arc'teryx, Wilson Sporting Goods and many other leading brands.

### **What We Offer:**

- Products with a unique viewpoint for catering to any snow/skate/ surf consumer
- Competitive commissions
- Strong Pre-book programs for retailers
- Marketing support: Advertising in key publications and online
- On-time delivery
- On-line order tracking, delivery and rep reporting

### **Candidate Minimum Requirements:**

- Minimum 3 years selling snow/skate/surf industry as an Independent Sales Rep
- Established relationships with associations and accounts within territory
- Currently live within the territory specified
- Unrestricted ability to travel long distances multiple times within each season, including some weekends
- Strong organizational skills
- Experience in analyzing sales reports and recognizing potential
- Ability to forecast business for upcoming sell seasons
- Excellent communication skills
- Proven ability to sell and grow sales in territory
- Self-motivated
- Must ride/skate/surf and be active

**Due to the high volume of applicants not all applicants will be contacted.**

**Posting Open: January 5, 2012 – February 5, 2012**